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The Great Appliance Question:

Built-ins? | *they must be planned for each kitchen or they defeat their purpose — greater efficiency*

or

Separates? | *free-standing ranges, refrigerators, may not be so old fashioned, either!*

Mary E. Huck | *General Home Service Director, Ohio Fuel Gas Company, Columbus, Ohio*

THE popularity of built-ins in modern kitchens is easy to understand. It is a logical development from the trend toward ranch style or open plan living. Built-ins definitely give a streamlined look since the appliances blend in with cabinets and walls. The kitchen, often in partial view of other living areas, needs to take on a dressed-up, non-utilitarian look.

Another definite trend is that of making the kitchen a family centered room. More and more, young husbands share in "housekeeping chores" as wives help with the bread winning. The kitchen ceases to be a woman's domain and is instead the place where the entire family can work together.

For some reason, we associate the built-in look as the modern look and this, more than anything else, is the reason builders are including sectional equipment. They are finding that it sells houses. Also, built-in appliances can be financed as part of the house which is especially important since equipment has become a major item in the household budget.

Most women have the mistaken belief that built-in equipment means a convenient and efficient kitchen, and have accepted it in new homes without any complaints or suggestions for improvement. Perhaps part of this goes back to the fact that for years many women have thought that cupboards built around the walls were the latest in modern kitchen planning. In the rush to use built-ins, builders have put them in without any regard to the proper placement in relation to the various work centers in the kitchen. In a recent survey done by *McCalls*, an analysis of 50 kitchens using built-in ranges and refrigerators showed a definite decline in step-saving and convenient relationships between work centers.

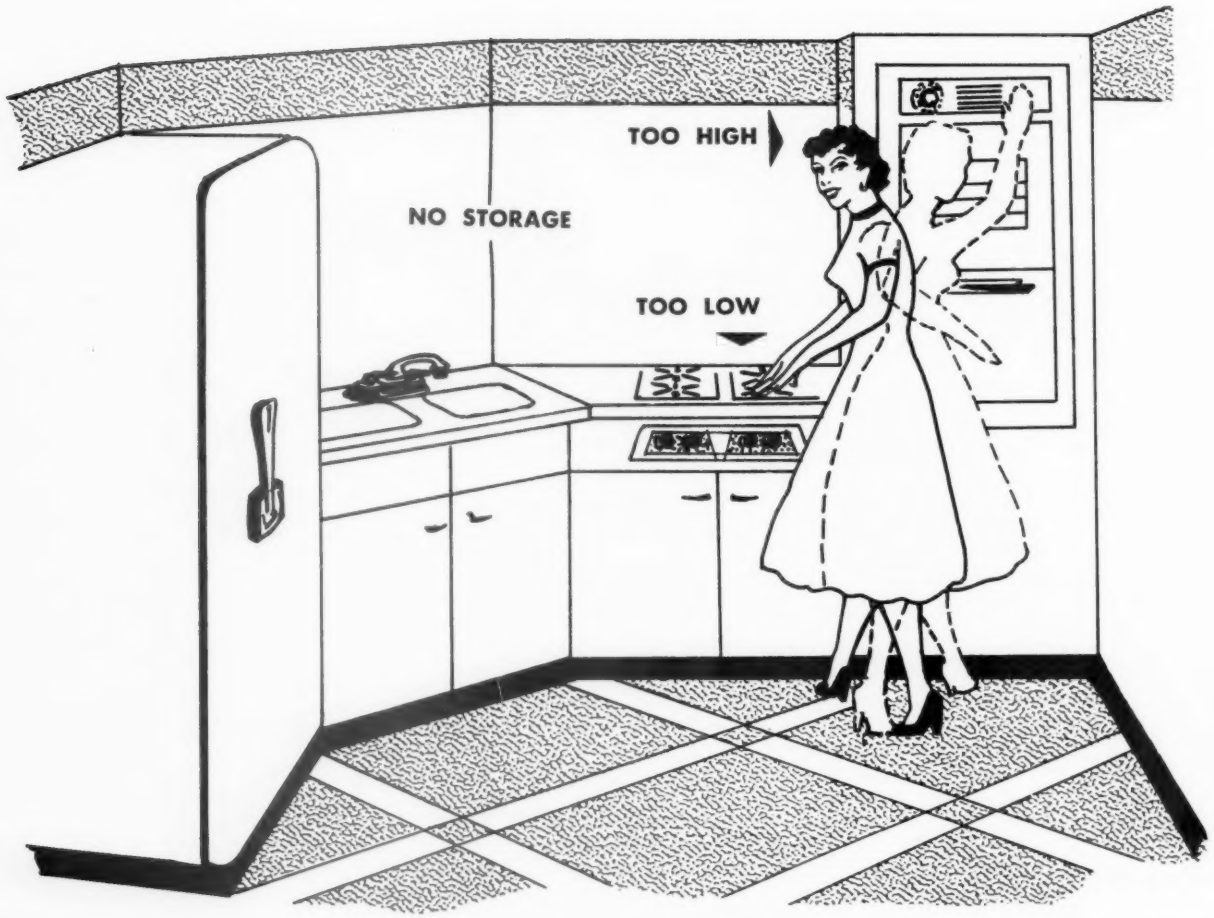
Built-ins Are Not a Panacea . . .

In considering built-in equipment, it must be remembered that they require a different size and shape kitchen than conventional appliances. If we are to keep Mrs. Customer happy with her new built-in gas range, we must be sure that it doesn't mean extra work for her. All of us in the gas industry should accept the fact that many of the small cracker-box type kitchens will not accommodate built-ins.

I can't help but recall one kitchen that was presented to our kitchen planning consultant. It was a nice square little kitchen with cabinets running all the way around both the wall and the base areas. Right next to the door was a built-in oven, next to that were the top burners. Then came the sink, about 24 inches of counter space, and the refrigerator. The builder—and, I am sorry to say,—some of our men were thrilled at this modern kitchen they were offering the homemakers of Ohio. What they were selling her was 24 inches of counter space on which she was expected to roll out pie crusts, mash the potatoes, stack the dirty dishes, open the beer, fix the baby's formula, clean the vegetables and mix cakes. In that size kitchen, a good apartment range would have been much better for the woman who was using it. She would still have her four top burners, a good baking oven and a broiler plus additional counter space. Actually, sufficient counter space is just as important as having the appliances at a convenient level.

What "Level"?

One of the trends that worries me is the thinking that all built-ins need to be placed at a convenient eye level position. Sooner or later we must accept the fact that in any one kitchen there is only a given amount of waist-high



counter space. Built-in equipment definitely requires more. If we are to have it, then kitchens need to be planned bigger and better. Everyone wants this premium space. We like it for the oven, the top burners have to be there, refrigerators are trying to sneak into this area, and now a dishwasher manufacturer has come out with a waist-high model for easy loading. This brings back the question, "Where are you going to roll out the pie crust?"

We want to bring things down from the ceiling so the homemaker doesn't have to reach. We are also trying to bring things up from the floor so she doesn't have to stoop. As we reduce the height of wall cabinets and appliances and the more we bring base cabinets and appliances up from the floor, since the required cubical contents remain the same, more floor area is required. More floor area—the larger the room. The larger the kitchen the greater the distance to walk. If we increase the size of the kitchen, the dimensions of the house must be correspondingly increased and then, of course, the lot. All of this adds up to increased cost.

So, does the homemaker prefer to reach and stoop or does she prefer to walk a few extra steps and is the increased cost justified? If all women observed very carefully the basic rules of time and motion, each step would accomplish its purpose and space might not be so important. Remember, though, it's hard to develop factory efficiency standards when there are tricycles under foot and babies crying.

Properly planned built-in top burners can be most efficient in a larger kitchen. Since they are so adapable to island and peninsula installations, they can be placed so as to greatly reduce the number of steps between working areas.

Cleaning is simplified with all built-ins since there are no cracks between appliances and cabinets. Separates give you just wide enough space to drop things in and yet not enough space for a good sweeping. Then too, you don't have as much side and top areas to wash with built-ins.

One of the advantages of built-ins in a properly planned kitchen is more storage space under the oven and top burners. The space above the oven, however, is not too useable and can be suggested only for some of the less used items in the kitchen.

Another advantage is that built-ins can be installed at a height convenient to the individual homemaker. Yet most built-in equipment is installed by builders. Homes are being bought these days, not built. So, it is not the individual customer who plans the house. Many builders have reached an accepted height for ovens, yet there are few standard women.

Perhaps you are thinking, "Well, what difference does an inch or two make? Isn't it still easier for women to have ovens at an eye level rather than bending to take out cakes?" It is hard to lift a heavy roast when you need to reach up for it. Also, there is more danger of burns when oven doors are too high. If we must standardize oven placement, and I can see why there needs to be some, then I hope we err on the side of getting them too low.

Flexibility

One of the greatest advantages of the built-in is the flexibility that separate units provide. Range burners do not need to be installed side by side; ovens do not need to be adjacent to top burners. Actually, to place them next to the top burners defeats the purpose of built-in equipment, yet how often it is done. Ideally, the oven should be located in an area where heat won't matter too much. There is no reason why the oven needs to be in the main working area, since it is not used as often as the range top.

Care should be taken, however, to

avoid isolating the oven, as is so often done, with no adjacent counter space. What do you want a woman to do with a hot casserole or roast when she lifts it from the oven? Remember, there are no top burners to set it on. Avoid placing the oven in the middle of a counter area or between two work centers, such as the refrigerator and the sink. If this happens, you create blocked-in areas that will give you claustrophobia, keep out the light and completely hem-in the flow of traffic.

Color

Another problem that confronts us is color. If built-in appliances are to give the appearance of blending in, then the color or finish must be such that it can be coordinated with the cabinets. The trend thus far, has been primarily toward a natural metal finish, although many manufacturers now offer a selection of colors. Although the colors don't need to match exactly, they need to come reasonably close.

For the most part, women are more sensitive to color than men and will detect differences in shades. Also, because they are accustomed to shopping around until they find the purse that will match the shoes, the wallpaper that will match the rug or the draperies that will match the davenport, they will not be adverse to looking at two or three ranges to make sure that they get what they want. Most women lean toward the more pastel shades.

Size Standardization Needed

Some of the problems of the appliance manufacturing industry seem almost insurmountable. But isn't there some way we can arrive at a certain amount of standardization in sizes of built-ins? Perhaps it need not be in the size of the unit itself.

Could the bezel around the oven be such so as to make several ovens useable in the same cabinet? This surely would make it easier for builders to plan kitchens. It would also mean that women might not have quite the fear of future changes. There could be some simplification of the spec. sheets. This would take some coordination with cabinet manufacturers, but it would be to everyone's advantage.

Couldn't it be listed on the spec. sheet that this oven will fit in Mutschler Cabinet, C 123; Republic Steel Cabinet, B345; St. Charles Cabinet, A 14. Most women have a hard time deciding if an oven which is 20 3/16 inches wide with a trim 1 5/32 inch will fit in a cabinet that has an opening of 20¼ inches. And just think how much easier it would be for the "do-it-yourself" fans.

Some manufacturers are now considering cabinets to supplement their equipment. These units are fine but should be planned from an efficiency standpoint. Don't just place the oven or the top burners in a wooden cabinet and then feel that this is the answer to the built-in problem. An oven with four burners adjacent in a unit is no more advantageous to the homemaker than the old high-oven range. All she is getting is her equipment in a wooden box instead of in a porcelain enamel finish. Please think of the two units as completely separate and plan the storage and cabinet space accordingly.

With the built-in trend there are more appliances going into the kitchen area. Laundry equipment in the kitchen is becoming more and more acceptable, as is the water heater. As these appliances become part of the kitchen we must give more consideration to adequate insulation, proper venting and good ventilation.

There's More To It

But so much for built-ins as they apply to the whole problem of kitchen planning. Once you get in the built-in business, you can't divorce appliances from complete kitchen planning.

The built-in of most interest at the moment is the range. It started the trend, as far as gas appliances are concerned, and is still the leader in the field. Our customers can assume that the performance of built-ins will be the same as the performance of separate ranges. A good built-in gas oven will turn out as good a cake as a separate. There are, however, a few features that are peculiar to the built-in oven that simply because of the nature of the beast, require special consideration.

The first is the importance of good insulation. There must be sufficient insulation to prevent charring or staining. Remember, there is not the wide air pocket between the oven and the cabinet that you have in a free-standing range. With a free-standing range, if a cabinet is marred it is fairly simple to pull out the range and paint the damaged section. This becomes more of a problem with built-ins. For the same reason, accurate burner adjustment is essential.

Never before has it been so important that we have a tight oven door seal or a cool oven door. In a free-standing range any heat leakage around the oven door isn't too noticeable, since it usually hits the homemaker in an area protected by clothing. With the oven at face level even the smallest amount of heat can be uncomfortable. Remember, too, that in a conventional range the oven vent is at the back so the heat dissipates before it reaches the user. With the built-in oven the heat from the vent comes right smack out in your face. Either we should redesign the oven vent or, whenever feasible, provide outside venting.

With the low Btu pilots there shouldn't be too much trouble from heat caused by pilots, although again it is more noticeable because it comes out directly in your face. Manufacturers are giving us pilots of low input for cooler kitchens. Service departments should adjust them so they will actually be that way in a customer's home.

Speaking of pilots, is there any way at all that pilot controls can be more accessible? Some home economists feel that it is even more difficult to light an oven pilot on a built-in than it is on a conventional range.

Some home economists also have been quite concerned about drop-down oven doors at waist-high level. They feel that they are more likely to cause burns and make cleaning more difficult, particularly for the shorter homemaker. This is something that needs some additional study by the gas industry.

The first reaction that many women have to a built-in oven is that it looks too small. For some reason, built-ins tend to look smaller than ovens of the same size on a separate appliance. My suggestion would be to use a light enamel, since this has the tendency to make the oven look bigger. And are we sure that our built-in ovens are as big as we want them? The woman who buys one today will have to live with it and like it for years to come. Aren't the big ovens in free-standing ranges quite popular?

For years now, the gas industry has promoted the use of waist-high broilers, deep enough to do all types of broiling. There are still many women who like that feature of the separate gas range, particularly when the burner is equipped with some type of radiants. Other women like the advantage of being able to bake and broil at the same time using a high temperature for broiling. With built-ins, we are now asking them to take a step backwards—use a shallow broiler and give up their oven space when they want to broil. With all the promotion on rotisseries, we have a limited selection for the woman who wants this feature in a built-in.

The advantages of gas are as evident in built-in top burners as they've always been in free-standing ranges. Built-in burners are more flexible in that they can be grouped as desired. They shouldn't be too close together and they should be next to a heat proof counter. In some installations it seems that counter space is lost because the front burner is so far from the front of the counter. Is there any way this distance

can be reduced? It is especially important for island installations.

The builders' market is highly competitive but let's not get construction so cheap that flash tubes are easily bent in installation and burner bowls are too shallow to catch spillovers. And don't, in your haste to make them easy for a builder to install, forget that Mrs. Homemaker needs storage space. Bringing the plumbing down in a back corner gives much better storage as does keeping the burner box no deeper than necessary.

Now that we, and the electric industry, have convinced women that burners in individual burner bowls are more modern and attractive than clusters, why can't we offer them in built-ins? There is a need for more built-in griddles with thermostatically controlled burners.

The trend toward pull-down units seems to be still in the trying-out stage. If a woman used them properly, she could increase counter space considerably by having down only the units in actual use. Many women would find them unhandy because they would usually have the sack of flour or a can of baking powder in front of the burner they wanted to use.

Built-in Refrigerators

Although our first thought of built-ins is of ranges, it wouldn't take a crystal ball gazer to see that built-in refrigerators are rapidly moving to the front. So far, the built-in refrigerator has been confined primarily to the electric industry. However, with the bezel, which is available for the Servel gas refrigerator, we can offer just as modern a built-in.

Some of the built-in refrigerators are shown in a horizontal position with all of the shelves at the no-stoop, no-stretch level. The problem with these is that they are about five feet long and require a fairly big kitchen. Also, they require heavy wall construction. Installed by a builder, they will not be convenient for every homemaker. In a refrigerator, it is especially important to reach the top shelf easily. Many of us have cupboards where the top shelf is accessible only by means of a chair or, in the case of an extra efficient homemaker, by a step stool. Although I don't mind standing on a chair to reach the special plates I use only for company, I don't particularly like the idea of climbing to get a bottle of milk or a couple of eggs. If you get the horizontal refrigerator down so the top shelf will be easily reached by a short woman, then the counter space below it is quite low. This type refrigerator should definitely be planned to fit the individual customer.

In some of the built-in vertical refrigerators, you have separate units for freezing and for food storage. This is fine, because you don't have to open up the freezer every time you want a head of lettuce. One of the faults of many models now on the market is that the ordinary refrigerator space is not large enough to accommodate the needs of an average family. For the most part, the freezer section and the normal cold section are the same size and most families, particularly if they are storing milk for children, need more normal cold space. Of course, they can always install a second unit. If we should have a gas built-in, it should have ample space.

It would seem that in the future we might want built-in freezing and ice-maker sections in one part of the kitchen and the normal cold area in another. Actually, there is no reason why, from a use standpoint, that the two have to be together. From an operation efficiency standpoint, the two should be combined. If so, could the freezing area be placed below and the more used section at a higher level? This would require an easier method of defrosting than scraping off the ice. There has been some thinking in terms of having some refrigerated drawer space so the pull-out base shelves could be used more effectively.

Some of the electric built-ins have compressors that can be placed in the basement or an adjoining room so they will not take up space and create noise in the kitchen. This is a good idea and should be given more consideration in the gas field. A built-in might make it practical.

Color in built-in refrigerators may not be the problem it is in ovens. Because the finish is not exposed to high temperature, a local spray job may be the answer.

Laundry Equipment

Laundry equipment is just making its debut in the built-in field and we are safe in assuming it's here to stay. So far, most units are electric. One manufacturer has just come out with a built-in combination washer and dryer. Washer and dryer with Formica tops seem to be another step toward the "blend-in" look.

The problem of designing a good looking twin built-in may be difficult as washers quite often are top loading and the dryers are front loading. With the terrific acceptance of dryers, I can't see the installation of a built-in washer without the mate by its side. Washers are probably one of the most automatic appliances in use today and as a result many times require more service than other equipment. In built-ins, the controls should be easily accessible.

Even though dryers are the last word in automation, fabrics are not. Drying is still an activity where fabrics need to be checked occasionally and taken out when done so that wrinkles don't set. Because of this, women are insisting that laundry appliances be on the living level. For this reason, the built-in look will be important.

Another building trend that is evident is putting the washer and dryer in the bedroom or bathroom area. Since much of the laundry comes from this part of the house, it is not at all illogical to have such an arrangement. In such cases, built-ins would be most adaptable particularly if linen storage could be designed overhead. In the past, washers and dryers installed in this area are enclosed behind cupboard doors as a substitute for built-ins. It has been reasonably practical, since the laundry equipment is not used as often as kitchen equipment.

When laundry equipment is installed in either the kitchen, family room or other upstairs area, it is most important that it be adequately vented. This holds true whether it be built-in or separate equipment.

Water Heaters

The water heater, too, is currently moving out of the basement and into an area adjacent to the laundry. As yet, I have seen no built-ins, although with the current trend toward installing them behind louvered doors or bamboo curtains, it would be logical to assume that a built-in water heater is not too far in the future. Of course, we have had some table top models that very easily could be incorporated into a built-in cabinet. Many of these, however, are limited in size. To use a higher Btu burner would involve additional problems of insulation.

Water heaters are subject to many more hazards than other appliances — liming, electrolysis, and rust. A built-in unit would need to be designed so that the heater could easily be removed for replacement. Again, if it is to be built-in as part of the kitchen or laundry, insulation and heat control are very important and venting is absolutely necessary.

Incinerators

The other gas appliance that should be given careful consideration as a built-in is the incinerator. To be truly competitive with other types of garbage disposers, it should be possible to install the incinerator in the kitchen. There are many problems that will come up from such an installation but we must remember that as far as garbage is concerned, we are competing with a piece of equipment where the homemaker doesn't have to move an inch.

If the incinerator is designed as a built-in it must be attractive in appearance, safe, completely odor-free, fully insulated and vented unobtrusively. Ideally, it should be installed right under or near the kitchen sink. If it's completely automatic and needs only to handle trash as it accumulates, couldn't it be designed much smaller? Built-in, it wouldn't need to hold a bushel.

Separates Have Advantages

Regardless of the popularity of built-ins there are still some advantages to separate gas appliances. Until built-ins meet these advantages, some women will still prefer separates. The biggest objection women offer is that they can't change built-ins as often as they would like because they are part of the kitchen. Now, all of us know that most women will use a gas range for years and years without giving any thought to changing it for a newer model, but at least she has the feeling that she can change it if she wants to. There is a lot of security in that knowledge.

Another feature that worries most women about built-in appliances is that they can't correct mistakes once the equipment is built-in and they can't change their minds. They worry about the new features that they are expecting next year.

Most men are not too concerned about buying a 1956 model car because if that next year car comes out with a device that will enable you to park sideways, you will be able to buy it before too many months pass. Yet, wives are just as sure that once they have a built-in range or refrigerator, regardless of advancements in the equipment, it will be years before they can get a new one.

Built-ins do not offer the tailor-made features they're supposed to, particularly in old homes or those bought from builders. Often separates are more convenient. In buying used homes, many women do not like the idea of using an appliance after someone else has used it for a year or two. Having made home calls on lots of equipment and seeing the condition of some ranges after 3 or 4 weeks use, I can readily understand that view-point.

Another problem that arises is that of the newly-weds who purchase free-standing equipment for an apartment and then in two or three years buy or build their own home. If they want built-in equipment they must take a loss on the second-hand equipment that they have to sell.

Maybe we should follow the car industry's idea of trade-ins.

With free-standing equipment most women have been content to confine their color schemes to a change in wall areas or cabinets. With built-ins, however, they feel that the equipment must blend in with the cabinets and are then limited to keeping a certain color scheme for many years.

Last, but surely not least, is the disadvantage in price between built-ins and separates. For the most part, there is little difference in price, yet the built-in requires cabinets plus expensive installation. Women can't understand why built-ins shouldn't be much less, since they don't include lights, accessories and porcelain enamel finishes. This, I hope, is a problem that, with greater production, will be solved.

So, here it is . . . a woman's viewpoint on built-ins.

Modern? yes.

Convenient? . . . maybe.

Desirable? . . . of course.

Practical? . . . sometimes.

Room for improvement? . . . naturally.

Future? . . . for gas built-ins, opportunities unlimited.

Acknowledgment

Adopted from a talk given at the AGA Research and Utilization Conference, Cleveland, Ohio, 1956. ★ ★ ★

Plan Ahead — Not 1-Year, But 5-Years!

In 1960, new gas appliances sold from 1955 through 1959 could use almost 11 billion therms of gas and bring in revenues of nearly $875,000,000, in terms of 1955 prices, the American Gas Association estimates.

These figures represent one full year's use of all appliances actually sold in 1955, plus a year's use of all gas appliances that can be realistically sold from 1956 through 1959, which are used as additional appliances —that is, they are not to be used to replace similar gas appliances. During the 1955-1959 period, these appliances should use a total of about 28 billion therms of gas and add $2.2 billion to revenues. These totals would exceed the 1955 sales and revenues to all residential customers.

The increased househeating load is expected to account for two-thirds of the revenue increase and three-quarters of the sales increase. Water heaters are expected to account for about 18 per cent of total new appliance consumption and 23 per cent of associated revenues during the 1955-1959 period, partly because the trend now is toward larger capacity water heaters.

New gas ranges should account for about 5 per cent of the sales increase in gas to new appliances and over 10 per cent of the revenue increase.

Gas utilities estimate that new gas clothes dryers sold from 1955 through 1959 could use about 190.5 million therms of gas and add $18.6 million to revenues. Gas dryers were one of the two appliances that sold in excess of estimates last year. Central heating equipment also exceeded expectations. Gas incinerators sold in five years could use 257 million therms of gas costing about $24.3 million.

Prize winners. William Hewson, vice president of Brooklyn Union Gas Company, accepts first prize — a plaque and $500 — from Charles M. Stainton, vice president, Robertshaw-Fulton Controls Company, in recognition of Brooklyn Union's outstanding job in promoting gas ranges equipped with either top burner or oven heat control during the Mrs. America contest.

A $300 second prize went to North Shore Gas Company, Waukegan, Illinois. Third prize of $200 went to Boston Gas Company, Boston, Massachusetts. Shown during presentation are (l. to r.) M. B. "Ben" Gault, general sales manager of cooking appliance controls division, Robertshaw-Fulton; Stainton; W. W. Selzer, AGA chairman of the Mrs. America Committee; Hewson, and Alan Smith, publicity director, Brooklyn Union Gas.

Merchandising News

Special Discount Prices Offered Gas Utility Employees

A "personal ownership plan" is being made available by Servel, Inc., to employees of gas utility, distributor and dealer organizations, giving them an opportunity to buy Servel gas refrigerators at special discount prices.

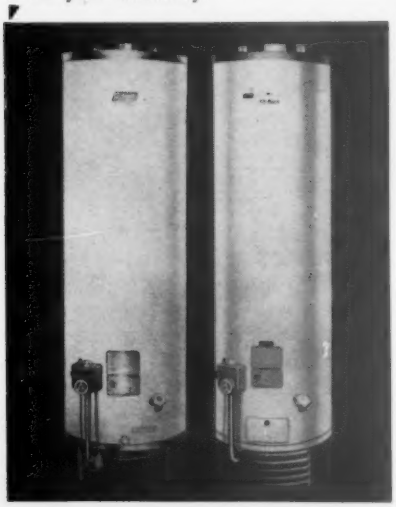
Companies that sell Servel gas refrigerators to their employees under the plan will recover the difference between regular selling prices and special prices through a rebate system.

A red Chambers console gas range proved one of the highlights of a recent "America Unlimited" promotion conducted by Chicago's Marshall Field & Company.

Coleman Adds "Standard" To Hot Water Heater Line

The Coleman Company, Inc., has announced a new "Standard" line of economy priced gas-fired water heaters.

The new Coleman "Standard" heaters are available in 20, 30 and 40-gallon sizes and in both galvanized and corrosion-proof Vit-Rock lined tanks. Vit-Rock models carry a ten-year warranty backed by a $500 warranty bond. Galvanized tank models are covered by a one-year warranty.



Help for Busy Mothers — Mother's free for other things, while the Roper "Tem-Trol" automatic top burner watches baby's bottle. It is shown on the Roper "Mrs. America" gas range, a product of Geo. D. Roper Corporation, Rockford, Illinois.

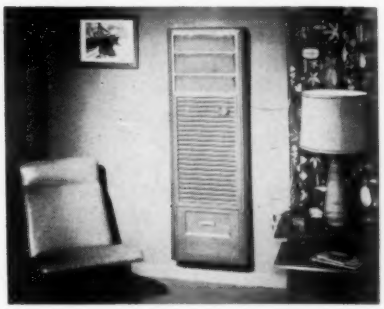
New, Low Priced Ranges Added to Florence Stove Line

Florence Stove Company has announced the addition of three new 36 inch matchless ranges. They are in the popular price class, and are in production and delivery. Addition of the new matchless models rounds out the 1956 line, with matchless ranges available at all price levels, in the three basic sizes — 30, 36, and 40 inch.

Top model in the new series is model 64178 (shown) with a suggested list of $219.95 after trade-in. Left front burner is equipped with the "Governess" thermostatically controlled burner, other burners are center simmer Alltrol burners with "Microlite" pilots. Low broiler is full sized and smokeless and "Baker's Arch" oven is equipped with removable oven glass and light.

Wall Hanging Heaters Make "Cool Cabinet"

Decorator "Cool Cabinet" hanging wall heaters for all types of gas service — natural, manufactured, LP — have been added to the Quaker Manufacturing Company line of home gas heaters. Designed to hang on walls like pictures, the new Quaker Decorator "Cool Cabinet" wall heaters are available in both vented and unvented models.



Outstanding features of Quaker's Decorator wall gas heaters include (1) cool cabinet: exterior constantly cool to touch, and suitable for painting to match color scheme of wall; (2) safe construction: no dangerous open flame to scorch furniture, draperies or wall; (3) exclusive porcelain heating unit: insures against rust-out or burn-out; (4) efficient "deep port" burner: guaranteed for life of heater and made from extra-heavy, high quality cast iron; (5) circulation: exclusive Quaker "Air-Flow" design provides greater volume of circulating warm air; and (6) ease of installation: wall plate attached to wall in from 3 to 5 minutes, with Decorator cabinet slipped on to wall plate.

A gas range was presented to the Walter Berberian family, Norwich, when it became the 50,000th gas house-heating customer of the New York State Electric & Gas Corporation. The presentation of the range at the Berberian's new home was made by Eugene M. Cole, (left), Norwich manager of the company, and E. W. Vick, (far right) Oneonta division manager.

High, White and Handsome Exhibit for St. Louis Jubilee

Laclede Gas Company of St. Louis will feature an educational exhibit during the Mid-American Jubilee opening this month in St. Louis.

Full of color and movement and towering high against the sky will be a gleaming white drilling rig, topped by Laclede's trademark, the Magic Blue Flame.

Visitors entering the exhibit space will see three-dimensional murals depicting the discovery of gas and interesting events in the history and growth of the industry. They'll take a ride in a simulated elevator that will seem to take them deep, deep underground for an explanation of Laclede's new underground storage project.

Next on the tour will be a display of gas distribution in greater St. Louis, featuring a multi-colored, animated plan. This will lead to a demonstration of gas in an ultra modern, all-gas kitchen and utility room.

The last item will be a small motion picture theater, showing a color film on the storage project and other company activities.

The Jubilee is the first general exposition in St. Louis since the World's Fair of 1904.

So, the — re you are! That's the Caloric Thermo-set George Gobel is pointing at. The TV comedian and star of Paramount's new picture, "The Birds and the Bees," has endorsed Caloric's ultramatic gas range.

King-sized water heaters. Even Texans who attended the National Association of Plumbing Contractors convention in Milwaukee recently found something they had to look up to when they visited the A. O. Smith Corporation headquarters. In the lobby was this 10 foot high model of Smith's Permaglas deluxe water heater, more than 3,000,000 of which have been produced at the firm's Kankakee, Illinois Permaglas Division. Dallas visitors, Mr. and Mrs. E. J. Arnold, Jr. (left front), and Mr. and Mrs. Arnold, Sr., all of the Arnold Plumbing Company, were among 1200 plumber delegates who attended. Ken Lofgren (rear), advertising and sales promotion manager of the Permaglas Division, was one of the hosts to the visitors.

Pink, Yellow, Green, White, Tappan Has a Range of Colors

A "Color-Package-Plan", a merchandising and distributing system set-up by the Tappan Stove Company, will make the Tappan line of built-in ovens available in four pastel shades of porcelain enamel finish in addition to the current Lusterloy and Copperloy finishes.

By the plan any one of 22 built-in oven models can be converted into either yellow, pink, green or white by simply replacing the Lusterloy finished front oven door and broiler drawer panels with the desired colored panels.

With the "Color-Package-Plan" it is possible for a distributor to offer more than 100 different oven models with no increase in his present unit inventory!

Samples of the new built-in oven colors in the form of 1-inch by 3-inch metal strips, finished in the actual porcelain enamel colors, and enclosed in a pocket-size leather case, are being sent to Tappan salesmen and distributors.

"Keep Cool" A/C Rate Initiated by Lone Star

By using gas air conditioning, customers in Lone Star Gas Company's area will save money as a result of a new summer air conditioning rate introduced by the gas utility.

The new rate of 48 cents per 1000 cu ft applies to residential customers between the meter reading dates in May and October, and to commercial customers between the meter reading dates in June and October. In 1957, both residential and commercial customers will be billed at the special rate between the meter reading dates in May and October.

"Establishment of this rate will make it possible for Lone Star to contribute to the added comfort of many people now seeking the most effective system of cooling at the most economical operating cost," Chester L. May of Dallas, senior vice president, pointed out.

"This special rate was made possible," May said, "because Lone Star's facilities and the available quantities of natural gas exceed present summer demand in the comparatively new but fast-growing gas air-conditioning market. We are confident that introduction of the rate will enable the company to sell gas in greater volume during the traditionally low demand summer months, thus serving the company's need, economically speaking, to utilize its facilities to the same extent that they are utilized during the traditionally high demand winter months."

Must billboard advertising be outdoors? That question was discussed by marketing people of Terre Haute Gas Corporation. Their answer was "NO!" Seen above is an outdoor display brought indoors—a billboard mounted on the wall of the first floor gas appliance display maintained by this Indiana utility. The 24-sheet poster does an excellent job of catching the eyes of gas company customers visiting bill-paying and customer service counters—and directs interest to modern gas appliances on display.

CALENDAR OF THE GAS INDUSTRY

AUGUST 1956

27-29 Annual Appalachian gas measurement short course, West Virginia University, Morgantown, West Virginia.

SEPTEMBER 1956

4- 7 AGA operating section, organization meetings, Hotel Cleveland, Cleveland, Ohio.

7 New Jersey Gas Association, 41st annual meeting, Spring Lake, New Jersey.

10-11 Independent Natural Gas Association of America, San Antonio, Texas.

11 NEGA safety conference, Hotel Statler, Boston.

11-13 PCGA annual meeting, Hotel del Coronado, Coronado, California.

12-14 MidWest Gas Association, gas school and conference, Iowa State College, Ames, Iowa.

13-14 AGA-EEI accounting section organizational meeting, Edgewater Beach Hotel, Chicago, Illinois.

14 NEGA CHI division, Wachusett Country Club, Wachusett, Massachusetts.

14 AGA personnel committee, headquarters.

14-15 Maryland Utilities Association, 32nd fall conference, The Cavalier Hotel, Virginia Beach, Virginia.

17 AGA accident prevention committee, Shirley-Savoy Hotel, Denver, Colorado.

17-20 American Transit Association, Jefferson Hotel, St. Louis, Missouri.

18-19 AGA accident prevention conference, Shirley-Savoy Hotel, Denver, Colorado.

19-21 Southeastern Gas Association, Hotel Sir Walter, Raleigh, North Carolina.

19-21 American Trade Association, Executives, annual meeting, Plaza Hotel, New York City.

30-Oct. 3 Controllers Institute of America, Waldorf Astoria, New York City.

OCTOBER 1956

4 NEGA, appliance servicing conference, Hotel Statler, Boston.

8-12 National Metal Exposition, Cleveland, Ohio, (AGA will exhibit.)

9-12 The American Dietetic Association, Milwaukee, Wisconsin.

15-17 AGA annual convention, Atlantic City, New Jersey.

15-19 National Metal Show, Cleveland, Ohio (AGA exhibit).

17-19 Wisconsin Utilities Association, electric and gas section convention, Schroeder Hotel, Milwaukee.

22-24 American Standards Association, Hotel Roosevelt, New York City.

22-26 National Safety Council, Chicago.

31 NEGA operating division, Hotel Statler, Boston.

NOVEMBER 1956

1-2 American Home Laundry Manufacturers Association, Conrad Hilton Hotel, Chicago.

12-15 American Petroleum Institute, Conrad Hilton Hotel, Chicago.

12-16 National Electrical Manufacturers Association, Traymore Hotel, Atlantic City, New Jersey.

12-16 National Hotel Exposition, New York Coliseum, New York City.

25-30 The American Society of Mechanical Engineers, Statler Hotel, New York City.

26-28 SGA advisory council and management conference, Point Clear, Alabama.

JANUARY 1957

4- 5 American Home Laundry Manufacturers Association, annual convention, Chicago.

23 NEGA operating division, Hotel Statler, Boston, Massachusetts.

28-29 Industrial Heating Equipment Association, Washington, D. C.

FEBRUARY 1957

4- 8 Western winter radio-television and appliance market, Western Merchandise Mart, San Francisco.

25-Mar. 1 American Society of Heating and Air Conditioning Engineers, Chicago.

MARCH 1957

11-15 National Association of Corrosion Engineers, Kiel Auditorium, St. Louis, Missouri.

18-20 Mid-West Gas Association, Hotel Nicollet, Minneapolis, Minnesota.

21-22 NEGA annual meeting, Hotel Statler, Boston.

28-29 Oklahoma Utilities Association, annual convention, Tulsa, Oklahoma.

APRIL 1957

8-10 National conference of electric and gas utility accountants, Sheraton-Park Hotel, Washington, D. C.

8-10 GAMA annual meeting, The Greenbrier, White Sulphur Springs, West Virginia.

8-11 AGA distribution, motor vehicles and corrosion conference, Rice Hotel, Houston, Texas.

16-18 AGA sales conference on industrial and commercial gas, Jung Hotel, New Orleans.

29-May 1 Southern Gas Association, (location to be announced).

MAY 1957

6- 8 Air Conditioning and Refrigeration Institute, The Homestead, Hot Springs, Virginia.

6-10 National restaurant association convention and exposition, Navy Pier, Chicago (AGA exhibit).

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Low Accident Rate Set By Gas Industry

The gas industry has achieved a record low in the 1955 accident frequency rate, according to the American Gas Association.

For the second consecutive year, the gas utility and pipe line industry, based on reports from 392 gas utilities and pipe lines shows a 10.30 disabling injuries per million man-hours worked. This was 1.7 per cent lower than 1954.

The 1955 severity rate for the gas utility industry of 710 days lost charged to disabling injuries per million hours worked was 2.7 per cent higher than the 1954 rate.

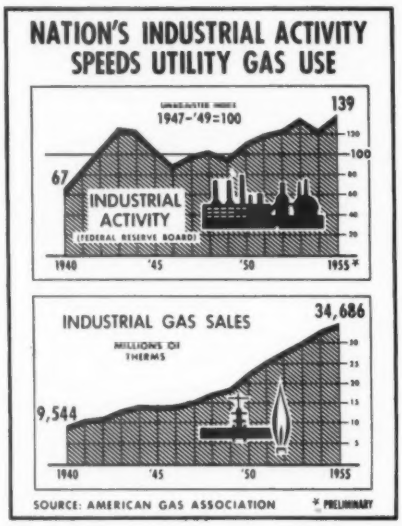
The number of days charged to disabling injuries per 100 employees totaled 145.8, compared with 141.3 days per 100 employees lost in 1954, an increase of 3.2 per cent. The rise in the severity rate was due primarily to the increased number of employee fatalities and permanent total disabilities in 1955.

The natural gas branch of the industry was successful in lowering its accident frequency rate last year. There were 10.08 disabling injuries per million man-hours worked in the natural gas segment of the industry, 3.0 per cent fewer than in 1954. The manufactured and mixed gas companies' frequency rate increased 2.5 per cent, from 10.90 injuries per million man-hours worked in 1954 to 11.7 in 1955. Severity rates in 1955 varied in much the same manner as frequency rates. Natural gas utilities and pipe lines lowered their severity rate 3.0 per cent, while the rate for manufactured and mixed gas companies increased 37.8 per cent.

SGA Round Table Draws 28 Companies in June

The first Southern Gas Association round-table conference for the 1956-57 year was held at Atlanta, Georgia, in June. The topic was Employee Relations. Ralph E. Allen of the El Paso Natural Gas Company, who is the current chairman of the SGA Employee Relations Section, was sponsor.

This initial conference had 36 representatives of 28 companies present at the meeting. The agenda included wages and salaries, fringe benefits, training programs, indoctrination and orientation program for new employees, and trends in annual or periodic physical examinations.



Texas Student Wins Natural Gas Fellowship

Roy G. McMullen, Kingsville, Texas, a student at Texas College of Arts and Industries has been awarded the $1200 Natural Gas Fellowship for the coming year. Under the fellowship, sponsored by the American Gas Association, McMullen will work for his Master's degree in engineering, doing research work either in adapting gas jet compressor work to field operations or measurement of two-phase metering.

He was sponsored by Dr. Frank H. Dotterweich, director, Division of Engineering, Texas A & I College.

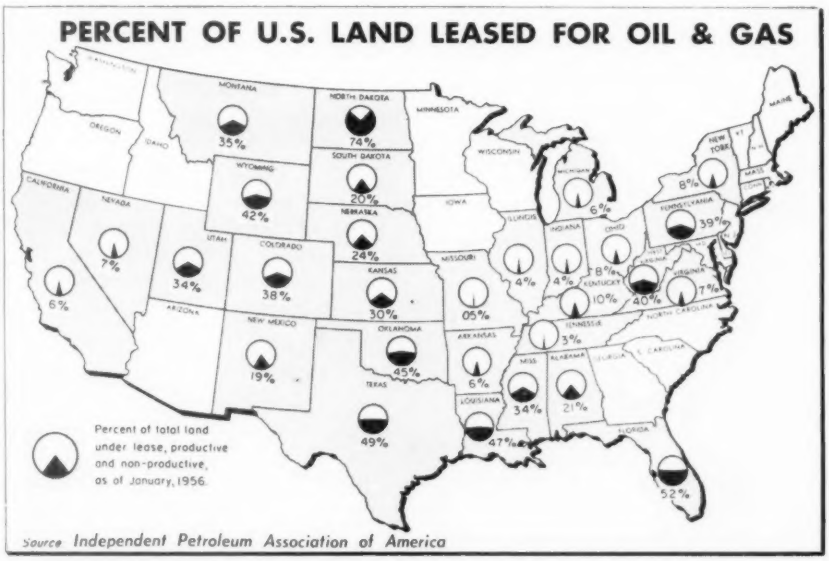
Municipal Utility Ownership Turned Down by Texas Town

Private ownership of local utility operations were turned down by a two-to-one vote in a recent election in Monahans, Texas, for a proposed city-owned natural gas distribution system.

The election, held in March in the West Texas town of 8000, proposed the issuance of $500,000 in revenue bonds for construction of a municipally-owned and operated natural gas distribution system to replace an existing system operated by Southern Union Gas Company.

Nine days after the citizens rejected the proposed half-million dollar bond issue, the community's city council voted unanimously to renew the gas company's 25-year franchise. The council's action became conclusive with publication of the franchise renewal for the final time. Southern Union began delivering natural gas to Monahans in 1930 under a 25-year franchise and has furnished uninterrupted service to the city since that time.

The recent election was the second attempted in less than six months to put the gas distribution system under municipal control. In the first election, held in September, 1955, the votes turned down the bond issue by a slim margin of 22 votes. At that time only 740 votes were cast. The second election brought out a record 1021 voters. This time the tax-paying citizens trounced the proposed bonds by a vote of 690 to 331.



A total of 384,000,000 acres, or 27 per cent of the land area in the U. S., is under lease by oil and gas producers. Only 5 per cent, or 20,000,000 acres, represents actual producing areas. The remaining 95 per cent is under lease for future exploration and development.

Construction Looks Good For the Future

Future construction contract awards during June in the 37 eastern states totaled $2,197,815,000, 3 per cent below June, 1955, awards, reports F. W. Dodge Corporation, construction news and marketing specialists. Despite the June decrease, the cumulative total of awards for the first six months of 1956 of $13,198,959,000 established an all time record.

The heavy engineering category with awards of $577,325,000 was the highest for any June in Dodge history and 25 per cent greater than June, 1955. In the other major construction categories, non-residential building at $794,272,000 was 6 per cent lower than a year ago, and residential building at $826,218,000 was 13 per cent below the same period of 1955.

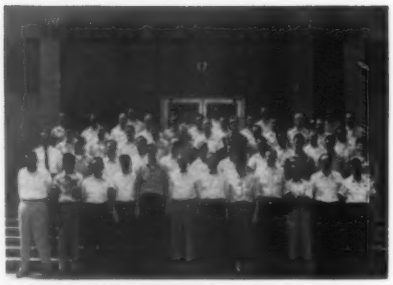
All major categories set new all-time records for the first six months cumulative totals: non-residential at $4,607,682,000, up 11 per cent; residential at $5,698,668,000, up 5 per cent; and heavy engineering at $2,892,609,000, up 21 per cent.

UGI Buys Boyertown Gas Company Properties

Agreement for the purchase of the properties of the Boyertown (Pennsylvania) Gas Company by The United Gas Improvement Company of Philadelphia has been announced in a joint statement issued by E. H. Smoker, president of UGI and Dr. Elmer Porter, owner of the Boyertown Company. Smoker stated that the supplying of gas service in the Boyertown area will be handled by the Reading Division of UGI which now supplies natural gas in most of Berks County.

The purchase of the properties and the supplying of natural gas to Boyertown is subject to the approval of the Pennsylvania Public Utility Commission and the Federal Power Commission.

UGI plans to install a 7½ mile natural gas line from a point near Limerick Corners to bring straight natural gas to Boyertown. Present plans call for the line to be started as soon as possible and it is anticipated that the new supply will be ready for use by the Boyertown gas customers in approximately six months. The cost of running the new natural gas line and the expense of converting present customers' appliances to use natural gas will be about $165,000. During the interim period the present gas facilities in Boyertown will be kept in operation. The cost of converting the customers' appliances will be paid for entirely by UGI.



IGT Summer Session. Forty-five gas engineers enrolled in the June classes, "Natural Gas Production and Processing" and "Natural Gas Distribution," of the Institute of Gas Technology's 1956 Summer Refresher Courses. Another 35 engineers are enrolled in the July and August courses, "Natural Gas Transmission" and "Natural Gas Fuel Utilization."

What Does It Cost To Create a Job?

Do your employees know how much investment must be made to provide their jobs? Gas Service Company of Kansas City, Missouri, conducted a contest among its employees recently to find out if its employees knew.

Answers ranged from $24 to $33,502,650. Three-fourths of the 500 employees participating had answers of less than $50,000.

Winner of Gas Service Company's contest, Charles W. Sanders, Arkansas City, was given two tickets to the Athletics baseball game plus $25 expense money and the use of the Company apartment in Kansas City, as winner of the contest. His estimate was the closest in the contest. He replied $195,700.78, which was $737 off the actual figure.

To arrive at the amount of the investment for each job with Gas Service Company, the following computations were made:

The average investment of each customer in gas equipment, pipe and fittings were totaled, then multiplied by the total number of customers, gave the total customer investment. Added to this was the plant investment for the company. The grand total was then divided by the number of employees, arriving at the answer of $196,437 — the investment made to create each job with the utility.

Sanders arrived at his answer by determining what each customer has invested, then multiplied that sum by the number of customers, and added the plant investment (as shown in the 1955 annual report) then divided that total by the number of employees.

June Shows High and Low For Natural Gas Stock

Natural gas common stock prices ended the month of June 1.0 per cent below the high average price and 3.4 per cent above the comparable 1955 month. Combination of higher average prices together with an unchanged average dividend rate of $1.74 per share resulted in a lower current dividend yield of 4.64 per cent. Current dividend rate indicates a year to year gain of 7.4 per cent and the average yield a gain of 3.8 per cent for the same period.

Gas Sales Show Big Increase in May

Gas sales showed an increase of 18.6 per cent over sales of 4,841,000,000 therms in May of last year. The large increase in the total sales of the gas utility and pipe line industry to ultimate consumers amounting to 5,743,000,000 therms is attributed mostly to greater househeating demand due to colder weather throughout most of the country.

American Gas Association's May index of gas utility and pipe line sales is 223.3 (1947 — 1949 = 100.) Natural gas sales by utilities and pipe lines were up 18.9 per cent over May, 1955. Total manufactured and mixed gas sales increased 14.0 per cent. Mixed gas sales were up 21.4 per cent, while manufactured gas declined 32 per cent, representing further conversions to natural gas and mixed gas distribution by utility companies.

Total utility and pipe lines sales of gas during the 12 months ending May 31, 1956, were up 9.5 per cent over the corresponding period of 1954-1955.

Underground Storage Proposed by Northern Illinois

Northern Illinois Gas Company has asked Illinois Commerce Commission approval to construct an underground propane storage cavern on an approximate 27-acre site northwest of Chicago on Elmhurst Road in Elk Grove Township.

Construction of the propane storage cavern will start as soon as possible following Commerce Commission approval and will be mined out of solid rock about 250 feet below the surface. It is expected to be completed some time next year.

The cavern's propane supply (about 900,000,000 cu ft) will be used only to augment present peakshaving operations during cold days in a severe winter. Complete usefulness of the cavern will not be likely until the company receives the anticipated 45 per cent increase in its natural gas supply from the Natural Gas Pipeline Company.

ASME Nominees Selected for 1956-57

William F. Ryan, vice president, director, and senior consulting engineer of Stone & Webster Engineering Corporation, Boston, has been nominated to serve as the 1956-57 president of The American Society of Mechanical Engineers. He will be installed at ASME's annual meeting in New York in November, after a letter ballot of the organization's 41,000 members.

Also nominated for 1956-57 are, as technical director, Eugene W. Jacobson, chief design engineer, Gulf Research & Development Company; Pittsburgh; and as administrative director, V. Weaver Smith, vice president in charge of contracts, the Lummus Company, New York.

Nominations for four of the Society's eight regional vice presidencies include: Region II (comprising parts of New Jersey and New York, including New York City), William H. Byrne, president and chairman of the board, Byrne Associates, Inc., New York; Region IV (comprising Mississippi, Florida, Georgia, South Carolina, North Carolina, Tennessee, and Alabama), James H. Sams, dean of engineering, Clemson College, Clemson, South Carolina; Region VI (comprising Indiana, Iowa, Illinois, Kentucky, Wisconsin, Minnesota, Nebraska, the Dakotas, most of Missouri, and southwestern Ohio), Rolland S. Stover, owner, R. S. Stover Company, Marshalltown, Iowa; Region VIII (comprising Kansas, Oklahoma, Arkansas, Texas, Louisiana, New Mexico, Colorado, Wyoming, part of Missouri, and the Republic of Mexico), Clifford H. Shumaker, chairman, Department of Industrial Engineering, Southern Methodist University, Dallas, Texas.

Gas Heating Load Habits Given in AGA Report

The American Gas Association has released its second report in a series of studies on customer load characteristics. The studies attempt to show the relationship between the quantities of gas used for heating, outside temperature, and hour of the day.

Current report shows results of studies conducted by three utility companies in cooperation with the AGA Bureau of Statistics. The data shown in the report are applicable only to the utility companies conducting the study, however, the similarity of results obtained is generally useful to the industry as a whole. Also, the methods employed and the type of problems investigated should be of interest to utilities desiring to conduct similar research.

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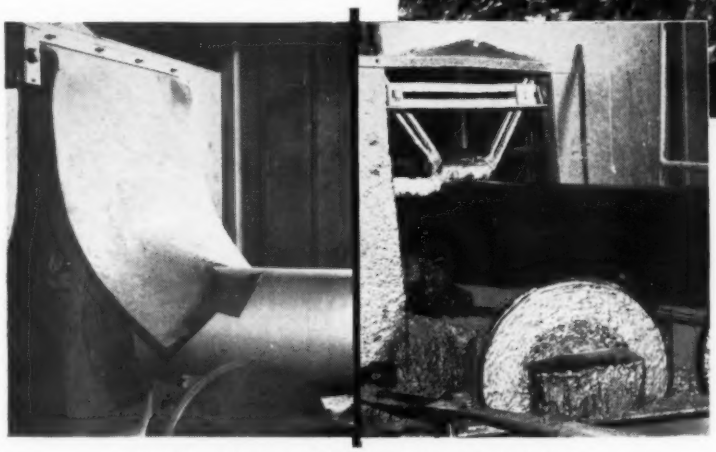

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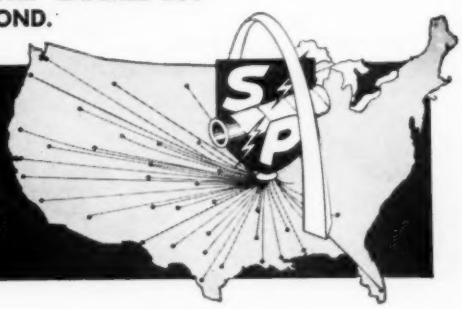
In SPI's plant, all moisture, rust and scale is removed from your pipe by warming and steel grit cleaning in temperature controlled rooms. The primer is applied immediately to seal out all dirt, dust and moisture. The steel grit cleaned surface of the clean, dry pipe, made up of many tiny facets, provides ideal and long lasting bond of the enamel to the pipe.

Field conditions prohibit such exacting procedures. Wire brushing does not produce the many tiny facets needed to provide ideal bond. Moisture may condense on cold pipe and dirt and dust carried by the wind may collect on it before the primer is applied. When the pipe is jeeped, this dirt and moisture may not show up as holidays, but later, when field c/w pipe is underground, costly holidays may result because of poor bond.

REMEMBER, YOU CAN JEEP ENAMEL BUT YOU CAN'T JEEP ITS BOND.

THROUGH FREIGHT RATES AT THE ST. LOUIS GATEWAY



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Men At Work IN THE GAS INDUSTRY

● **H. V. McConkey,** secretary-treasurer for Southern Union Gas Company, has received a 25-year service award. He began his career with Southern Union in the company's home office in Dallas, in 1931, as chief clerk. He was named secretary-treasurer in 1946.

H. V. McConkey

W. L. Lea, Jr.

Willis L. Lea, Jr., vice president and general attorney for Southern Union, has received a diamond-studded service pin in recognition of his 20 years with the firm. The Dallas attorney joined Southern Union as a counsel in 1936.

● **Justin R. Whiting** has retired as chairman of the board of directors of Consumers Power Company. He will continue as director of the company and chairman of the finance and budget control committee and the committee on executive organization. The office of chairman of the board will be left vacant, the duties being assumed by President **Dan E. Karn.** Vice president **James H. Campbell** was named senior vice president. All other present company officers were re-elected at the organization meeting of the board following the company's annual meeting.

● **Darrell R. Davidson** has been appointed sales manager for the northwest New Mexico district of Southern Union Gas Company. His territory will include the towns of Belen, Espanola, Farmington, Gallup and Santa Fe, New Mexico and Durango, Colorado, with headquarters in Albuquerque.

D. R. Davidson

G. E. Serpis

● **George E. Serpis** has been promoted to district supervisor in charge of New England operations for Heath Survey Consultants, Inc., Wellesley, Massachusetts.

● **William J. Crowley** has been elected vice president and comptroller of Northern Illinois Gas Company. Other gas company officers re-elected are: **Marvin Chandler,** president; **Edgar E. Lungren,** executive vice president; **Edward D. Sheehan,** vice president; **George W. Ryerson,** secretary; **Luster L. Starrett,** treasurer; **Stephen E. Taylor,** assistant secretary; **Charles W. Daniels,** assistant treasurer; **Thomas F. Brown** and **William F. Hayes,** assistant comptrollers.

W. J. Crowley

E. C. McGraw

● **E. Clyde McGraw,** executive vice president, has been named to the Board of Directors of Transcontinental Gas Pipe Line Corp. Other Transco directors are: **Clyde H. Alexander,** Dallas, **Alfred C. Glassell, Jr.,** Houston, **N. V. Kinsey,** Shreveport, **Benno C. Schmidt,** New York, **Franz Schneider,** New York, **Joseph J. Snyder,** Boston, and **Tom P. Walker,** Houston.

S. C. Robinson

L. L. Moore

● **Seldon C. Robinson** has been appointed personnel director and **Lester L. Moore** has been promoted to the newly-created position of director in industrial relations for Southern Union Gas Company. Mrs. **Ethel O'Neill,** former personnel director, will become assistant secretary for the company.

● Miss **Gussie O. Jones** has received the third Annual Award of the Atlanta Advertising Club for distinguished service to advertising. Miss Jones, advertising manager of the Atlantic Gas Light Company since 1939, is the first woman to receive this award.

● **L. A. Nichols** has been named vice president and general manager of the Superior Water, Light & Power Company. He has been with the company since 1935 and has been vice president since 1952.

● **John F. O'Neill** has been promoted to division service engineer, Passaic Division, gas distribution department, and **John Selbach,** to district superintendent, Passaic District, of Public Service Electric and Gas Company. **Howard Hoffman, Jr.,** has been appointed plant operating engineer at West End Gas Works, Jersey City, and **William T. Robinson, Jr.,** has been named plant production engineer.

Other changes in organization in the general office, gas operating department, of Public Service are: **Jean H. Miller,** from plant design engineer to distribution design engineer; **Frederick Ullrich,** from statistical engineer to plant design engineer; **Freeman A. Lohr,** from engineer, Harrison Gas Works, to statistical engineer, general office; and **Charles W. Beggs,** from project engineer to senior engineer.

J. C. Darrow

A. P. Rowland

● **Joe C. Darrow,** Lone Star Gas Company vice president, has been placed in charge of all distribution properties of the company. **A. P. Rowland,** recently elected vice president, will become general manager of the Fort Worth Division of Distribution. He began his career with Lone Star in 1924.

● **Henry A. Diekmann** has been elected vice president in charge of sales and advertising of Northern Illinois Gas Company. **Howard E. Ford,** general commercial manager of Northern Illinois Gas, has been appointed assistant to the president, and will become a vice president of NI-Gas Supply, Inc., the company's recently formed subsidiary.

H. A. Diekmann

J. W. Morton

● **John W. Morton** has been promoted to assistant chief engineer for Cities Service Gas Company.

● **D. K. Yorath,** Northwestern Utilities, Ltd., Edmonton, Alberta, has been appointed president of that company and of its affiliate, Canadian Western Natural Gas Company, Ltd., Calgary. **R. C. McPherson,** general manager of the Canadian Western in Calgary since 1949, has been appointed senior vice president of the two gas companies and will remain as general manager of the Calgary company. Yorath will remain as general manager of the Northwestern Utilities in Edmonton, and becomes a new member of the board of directors of the Calgary company. **H. W. Francis** of Calgary, newly elected to the board of directors of Canadian Western Natural Gas joined the company in 1928 and has been purchasing agent since. **B. F. Wilson** has been elected a director of Canadian Western Natural Gas Northwestern Utilities.

H. R. Milner, formerly president of the gas companies, will continue as chairman.

● **Allyn C. Taylor** has retired as vice president of The United Gas Improvement Company in charge of the Reading Gas Division. He will be succeeded by **William S. Bunnell,** at present operating manager of the Reading Division. Taylor has spent 50 years in the gas utility business, all of that time with UGI, and the last 34 years in Reading. Bunnell has been with UGI in Reading since 1926. **Robert D. Jones** has been advanced to the position of operating manager in Reading.

E. R. Seifert

W .G .Comin, Jr.

● **Eugene R. Seifert** has been elected a director of New York State Natural Gas Corporation. Sales Manager of the firm, he has been with the corporation for over 31 years. **Walter G. Comin, Jr.** has been elected vice president of New York State Natural Gas Corporation. He will retain his duties as treasurer of the firm and will, in addition, be responsible for general administrative matters, customer relations, and matters relating to the Federal Power Commission.

Fordyce Hauber has been appointed executive assistant for the corporation. His duties will include handling special assignments for the president and vice presidents of the firm, and the retention of his former responsibilities as system reserves engineer.

● All officers of Colorado Interstate Gas Company have been re-elected. They are: **W. E. Mueller,** Colorado Springs, president; vice presidents — **J. P. Roetzel, S. Cassell Barrett** and **G. F. Brunston,** all of Colorado Springs; **J. P. Moroney,** Denver; **William A. Dougherty,** New York, and **Albert R. Jones,** Kansas City, Missouri. **James Lawrence White,** New York City, was renamed as general counsel, **L. M. Poe** was re-appointed as secretary, **W. B. Kice** as treasurer, and **L. M. Stone,** controller. All are from Colorado Springs.

A. Eugene Englebright

A. Eugene Englebright, 59, president and director of Honolulu Gas Company, died of a heart attack July 15. The former Pacific Gas & Electric Company executive had just completed a trip around the world and was transacting business in the San Francisco area when he was hospitalized because of a heart condition on July 5.

He joined Honolulu Gas in 1949. Before that he had been a consulting engineer. He was a director of the Pacific Coast Gas Association.

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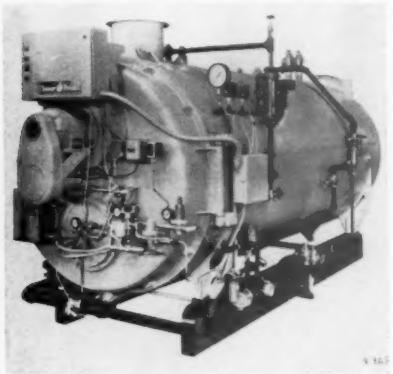
Self-Contained Boiler. Cleaver-Brooks has expanded their line of boilers with the addition of a 200 hp self-contained boiler. New boiler incorporates the latest combustion and safety devices and utilizes gas, oil and gas,



and oil. Built with design features similar to the 125 hp and 150 hp models, the new CB 200 has full modulating burner, silent oil pump, davited rear and front doors that expedite the tube removal and cleaning.

Cleaver-Brooks Company, 326 East Keefe Avenue, Milwaukee 12, Wisconsin.

Remote Control Bender. The Tal Company, manufacturers of pipe bending equipment, has announced a new lightweight RC remote control bender. The net weight, complete, is only 68 lb and is available for pipe or rigid conduit, bus bar and radiant heat. It can

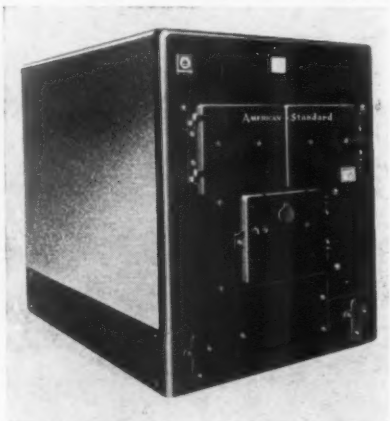
also bend EMT or copper tubing if used with the standard all purpose frame. The Bending Frame has a removable top-plate that permits laying the pipe in from the top, slide in from the side or hook the bender over installed pipe.

The Tal Company, 417 North Water Street, Milwaukee 2, Wisconsin.

Hydraulic Backhoe. The Hydraulic D4 Backhoe of ½-yard capacity has been announced by Hyster. Designed for the Caterpillar D4 tractor, the hydraulic backhoe has full track-type tractor mobility, is capable of digging down to 13 ft and loading up to a height of 9 ft 7½ in. A rack and gear swing mechanism, operating in an oil-tight case, provides full swing power at uniform speed throughout a full 240-deg arc.

Hyster Company, 2902 NE Clackamas Street, Portland 8, Oregon.

Boilers for All Fuels. A completely new cast iron boiler for use with all types of fuels has been announced by American Standard. Available in eight sizes, from 5 to 12 sections, the new boiler is light in weight and compact



in design. Designed for commercial, industrial and institutional hot water or steam heating. Performance ranges from 2630 to 6380 sq ft net steam rating, 4345 to 10,200 sq ft net hot water rating. Ratings are approximately the same for all fuels.

Plumbing and Heating Division, American Radiator and Standard Sanitary Corporation, Pittsburgh 30 Pennsylvania.

Water Analyzer. Manufacturers Engineering & Equipment announces the Du Pont Model W Electrolytic Water Analyzer for the measurement of small quantities of water in gas streams. This instrument permits instantaneous and accurate measurement of water content down to less than one part per million. Measured output is available for recording with standard recorders. The analyzer weighs less than 50 lb and is completely portable with battery operation optional.

Manufacturers Engineering & Equipment Corporation, Hatboro, Pennsylvania.

Dragline Truck. Howe Scale Company has introduced a new line of extra strong, light weight, easy rolling dragline trucks. Framework is all welded

steel, deck is hard wood. Platform sizes and load carrying capacities of any requirements are available. Deck heights range from 7½-in. to 14 in.

Materials Handling Division, The Howe Scale Company, Rutland, Vermont.

Vibration-Proof Flow Alarm. The first flow alarm to combine low cost with vibration-proof operation has been announced by Fischer & Porter. Known as the F & P Ratolarm, it uses two snap-action electrical contacts, hermetically sealed in a glass tube, which are drawn together to set off the alarm by passage of a magnetic float extension rod. The switch can be positioned in the mounting frame either above or below the magnet in the float extension rod to give a signal for either high or low limits of flow.

Fischer & Porter Company, 553 Jacksonville Road, Hatboro, Pennsylvania.

Leak-Proof Valve. U. S. Valve Corporation has announced the availability of a new leak-proof valve that employs a plastic seal to achieve a permanent leak-proof quality. Suited for application in industry or in the home —

wherever leak-proof valves are necessary in the control of fluids and gases. Valve remains leak-proof under pressure of 725 psi and a working pressure of up to 435 psi.

U. S. Valve Corporation, 831 Bond Street, Elizabeth 4, New Jersey.

Vibraswitch Malfunction Detector. New vibration monitor anticipates and prevents trouble in rotating and reciprocating machines by responding to slight increases in roughness or vibration and causing a shutdown before a costly failure occurs. Examples of detectable malfunctions are failing bearings, bent shafts, unbalance, broken blades, etc. Applications include pumps, motors, compressors, blowers, gas engines, diesels, centrifuges, turbines, generating equipment, test stands, etc. It may be used singly on small equipment; in pairs on driving and driven equipment, or in series or parallel combinations to monitor each bearing. Acceleration range is O-2G's to cover all types of rotating equipment at speeds up to 18,000 rpm. Model 5 Vibraswitch includes a shock-free holding and reset mechanism for automatic or remote operation to prevent actuation from starting or from normal or accidental transient shocks.

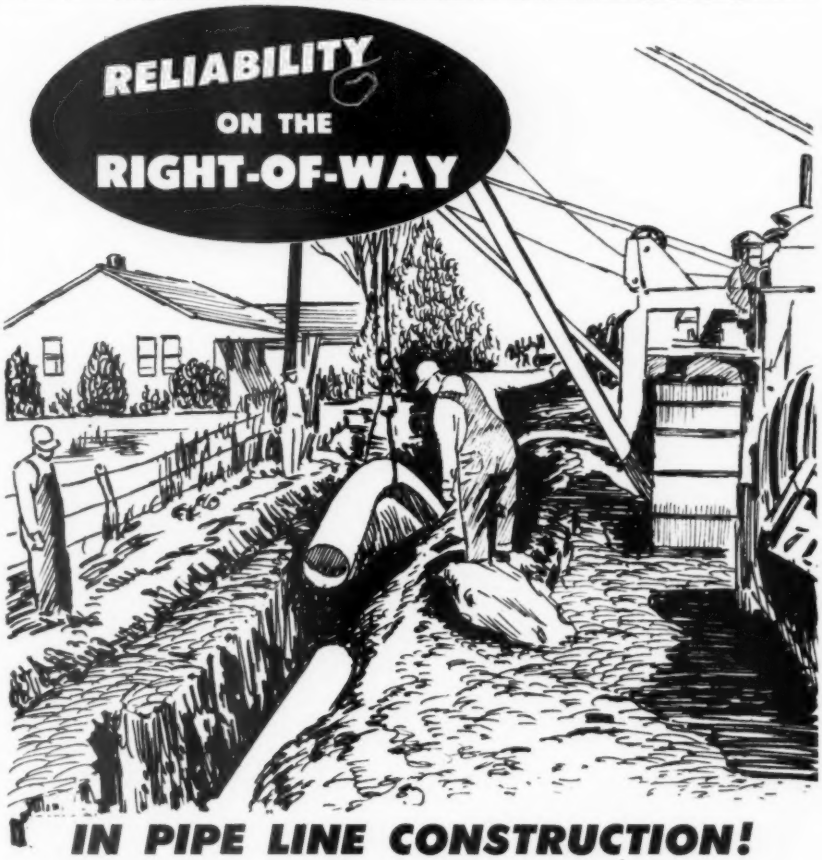
The Beta Corporation, Box 8625, Richmond 26, Virginia.

Hot Gas Measurer. A new type pyrometry instrument for measuring the temperature of hot gases in difficult situations where the gas temperatures and surroundings are constantly changing, has been introduced by Fielden Instrument Division of Robertshaw-Fulton. The instrument, called a Land suction pyrometer, provides accurate measurement of heated gas from 0 F to 2900 F. Made for wide usage in water tube boiler furnaces; uptakes and regenerators of open hearth furnaces; glass tanks; and other industrial and laboratory applications. Three models are offered using platinum and platinum rhodium sensing elements, each designed for a particular application and temperature range.

Fielden Instrument Division, Robertshaw-Fulton Controls Company, 2920 North Fourth Street, Philadelphia 33, Pennsylvania.

New Film Card and Printer. New techniques and equipment for rapid, inexpensive duplication of microfilmed records, documents, engineering drawings, etc., have been announced by Filmsort Division of Dexter Folder Company, and Ozalid Division of General Aniline and Film Corporation. The Filmsort Ozacard Printer, which weighs 60 pounds, will handle microfilm on aperture cards up to nine inches wide. The printer will operate at speeds ranging from one to 10 ft a minute, with 1½-ft to 2-ft per minute recommended for most processing. It makes positive copies from positive microfilm or negative from negative. The printer is 16-in. wide by 12-in. deep and 13-in. high. Electrical requirements are 110 to 120 volts, 60 cycle A C only. Electrical consumption at 115 volts is 10 amps. A 400 watt mercury vapor lamp is used in the exposure section.

Filmsort Division of Dexter Folder Company, 50 South Pearl Street, Pearl River, New York, and Ozalid Division of General Aniline and Film Corporation, Johnson City, New York.



IN PIPE LINE CONSTRUCTION!

The reliability and efficiency of your pipe line contractor, his "spread", and its equipment, is of greatest importance in laying intermediary, connecting lines, as well as the longer transmission lines. Sheehan crews stand ready to serve you competently and profitably, regardless of your job conditions.

A Sheehan representative will gladly meet with you at any stage of your job planning.

SHEEHAN PIPE LINE CONSTRUCTION CO. TULSA OKLA

SHEEHAN

Natl. Bank of Tulsa Bldg. • Tulsa, Oklahoma

NEW LITERATURE
FOR THE GAS INDUSTRY

Educational Film. "It's In the Air," is the title of a 16-mm color film sponsored by the Airtemp Division, Chrysler Corporation. Film shows in an entertaining and non-technical manner a number of facts about the earth's atmosphere and how man, through the use of modern air conditioning equipment, can now control important aspects of his atmospheric environment, as well as facts concerning the latest 1956 design in air conditioners. Arrangements for free showings can be handled through local Airtemp equipment outlets.

Airtemp Division, Chrysler Corporation, 1600 Webster Street, Dayton 1, Ohio.

Flow Computer. Librascope, Inc., has recently released a brochure describing the new pressure compensated, totalizing flow computer with illustrations, detailed specifications and applications of the flow computer for use in any situation calling for the orifice measurement of gas.

Librascope, Inc., 808 Western Avenue, Glendale, California.

Unit Heater. The latest improvements, specifications, and complete performance data for Herman Nelson horizontal and vertical unit heaters have been written into a new 36 page product bulletin by the American Air Filter Company, Inc. Bulletin includes complete hot water and steam performance tables, dimensions, selections, applications, descriptions of cabinets, elements, motor mountings, fans and accessories, controls, suggested layouts, piping diagrams, and other technical data.

Bulletin No. 700A, American Air Filter Company, Inc., 215 Central Avenue, Louisville, Kentucky.

Combustible Gas Analysis. A new data sheet describes Davis Combustible Gas Analyzers with Brown ElectroniK recorders and controllers. These analyzers are used for both safety and production application.

Data Sheet 10.15-4b Minneapolis-Honeywell Regulator Company, Wayne and Windrim Avenues, Philadelphia 44, Pennsylvania.

Revised Bulletin. A revised CenTraVac Bulletin has been announced by The Trane Company. Bulletin now has complete information on the largest-capacity Trane centrifugals — "Duplex" CenTraVacs.

Bulletin, DS-399, The Trane Company, La Crosse, Wisconsin.

Shelving Folder. "Do-It-Yourself" Shelving is the subject of a six-page, two-color folder just released by The Frick-Gallagher Manufacturing Company. Folder presents a new type of shelving that is easy to assemble and rearrange. The basic units, shelves, dividers, and accessories of "Quick-Bilt" shelving are illustrated and described in detail.

Folder No. 708. The Frick-Gallagher Manufacturing Company, Wellston, Ohio.

Winch Catalog. Gar Wood Industries' new winch catalog describes applications and rating for both truck-mounted and stationary winches. Single and double-drum winches, ranging in capacity from 7000 to 100,000 lb are

fully illustrated and described. Drawings and specifications for possible shaft combinations with standard power take-offs are also included in the eight-page guide.

Gar Wood Industries, Customer Service Department, Wayne, Michigan.

Diesel Engine Booklet. Answers to many questions about diesel engines are contained in a 24 page booklet entitled "Answers To Questions About Diesels", just released by Cummins Engine Company, Inc. Fully illustrated, the booklet is designed to acquaint the reader with the basic principles of diesel operation. Each question is asked and answered in simple, non-technical terms.

Cummins Engine Company, Inc., Columbus, Indiana.

New Master Catalog. Eight page illustrated booklet covering all LE-HI hose couplings, hose clamps, hose nipples, valves and manifolds . . . for tunneling, mining, quarrying, contracting, construction and general industry applications has been released and contains data on every type, size and classification and includes parts numbers for accessories.

Le-Hi Condensed Catalog No. 58, Hose Accessories Company, 2700 North 17th Street, Philadelphia, Pennsylvania.

Weather Controls. "Modern Control of Building Temperatures from Outdoors" is the title of a new four-page illustrated bulletin issued by Automatic Devices Company. The catalog describes in detail, and with diagrams, the manufacturer's complete line of outdoor-type automatic heat controls.

Bulletin No. C-256. Automatic Devices Company, Inc., 714 Hillgrove Avenue, Western Springs, Illinois.

Cooling Coil Catalog. Halstead & Mitchell's Catalog DE-200 describes in detail the company's new line of direct expansion cooling coils, using its "Turbo-Flo" finned surface for extra high heat transfer. Catalog describes the construction of the coils, including tubing, casings, headers, refrigerant distribution, return bends, and valves. Test and dehydration as well as means of specifying special coils are also described. Tables are devoted to dimensional data, pressure losses, and pressure drop, as well as methods for selecting direct expansion cooling coils. Four and one-half pages of tabular material enable easy selection by the methods described.

Catalog DE-200, Halstead & Mitchell, 704 Bessemer Building, Pittsburgh 22, Pennsylvania.

Valve Catalog. A new 32 page condensed valve catalog is available from the Automatic Switch Company. Latest designs in ASCO's extensive line of 2, 3 and 4 way solenoid valves are included in this "easy to read" condensed catalog. It contains engineering information, flow charts, operation and construction details, illustrations, prices and a unique valve selection chart.

Catalog, No. 201, Automatic Switch Company 391 Lakeside Avenue, Orange, New Jersey.

Gas Industry Books. American Management Association has recently published a catalog of books on the latest developments in specialized as well as general management problems.

American Management Association, 1515 Broadway, New York 36, New York.

Vacuum and Pressure Gages. Hastings vacuum and pressure gages are described in a 4-page brochure recently published. Photographs and drawings illustrate the complete line.

Hastings-Raydist, Inc., Hampton, Virginia.

Snug right-of-way just routine condition for compact maneuverable Cleveland®

Dodging utility poles, trees and other obstructions, the compact, husky Cleveland "110" cuts utility trenches efficiently in narrow clearances like this. Its full-crawler mounting and low ground bearing pressure are real public relations assets because they minimize damage to lawns, sidewalks and driveways . . . permit efficient digging in soft muddy ground and rugged terrain too. Fast, safe trailer portability, coupled with full-crawler on-the-job maneuverability and a wider range of usable digging speed combinations make Clevelands fast *to* the job and fast *on* the job. You dig more trench . . . in more places . . . at less cost . . . with dependable Clevelands, first choice for utilities trenching for more than 30 years. Talk it over with your local distributor.

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THE CLEVELAND TRENCHER COMPANY

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The Law:

General Agents' Contracts Are Valid

Leo T. Parker
Attorney at Law

Validity of Agents' Contracts

It is important to know that the legality of sale contracts made through representatives or agents is a foremost present day legal subject. This is so because a great majority of litigations involving sale contracts arise from misunderstanding between a seller's agent and the purchaser, or the purchaser's agent and the seller. This is so whether the gas corporation is seller or buyer.

The higher courts generally hold valid all contracts made by sales managers and purchasing agents, whereas contracts made by ordinary representatives as salesmen, clerks, mechanics, truck drivers, stenographers, and the like are not valid unless special authorization is proved by the complaining party.

Such proof, with respect to ordinary employees may be accomplished by testimony as follows:

(1) the ordinary employee was specially authorized to obligate his employer, the gas corporation, or

(2) in the past the employer customarily accepted as valid all contracts made by this particular employee, or

(3) the employer performed some act or made some statement that would have lead other reasonably prudent persons to believe that such employee actually was authorized to make a valid and binding contract.

For example, in *Lipp v. East, 141 N. Y. S. 220,* the higher court said:

"One who deals with a special agent specially authorized for that transaction is put upon inquiry as to the extent of the agent's authority, and deals with him at the risk of his authority being exceeded . . . Authority of an agent will be implied where the alleged principal or employer has repeatedly in the past recognized and approved of similar acts. But a single act done under express authority is insufficient to justify the inference that the assumed agent has the apparent authority to subject the alleged principal to liability upon subsequent purchases made without actual authority."

General Agents Are Different

While, as explained, an employer is not ordinarily liable on unaccepted contracts made by a salesman, and other "special" agents, the legal situation is different with respect to "general" agents, as sales managers, purchasing agents, and corporation's officials.

For example, in *Bemis Bros. Company v. Nesbitt, 237 N. W. 586,* the testimony shows facts as follows: A purchaser ordered from a manufacturer $12,000 in merchandise under a written contract that specified that delivery of the merchandise should be made "from six to nine months" after signing of the contract.

Soon after the contract was signed, the purchaser discovered that he would be unable to use the quantity of materials purchased in the written contract, and he consulted the manufacturer's sales manager. According to the testimony given by the purchaser in later litigation, the sales manager verbally agreed to extend the time in which the purchaser may accept delivery of the full quantity of merchandise specified in the contract.

The manufacturer contended that the agreement made by the sales manager, by which the terms of the written contract were varied, was invalid because the sales manager had no authority to vary written contracts.

The higher court held the sales manager's contract valid and the purchaser not liable on the contract. The court said:

"The agreement was made between the defendant (purchaser) and Conrad, the sales manager of the plaintiff (manufacturer) for many years, whose authority was extensive . . ."

For comparison, see *Pollock Company v. Texas Lines, Inc. 201 S. W. (2d) 228.* Here it was shown that a company seller received by mail a printed order for merchandise signed by G. H. Jones, "agent." An official of the selling company acknowledged this order by letter, whereby ordinarily a valid contract would have been completed.

The purchaser refused to pay the bill of $1,594 on the contention that Jones was not authorized to act as the buyer's legal purchasing agent to purchase supplies. The seller filed suit and proved that Jones was the purchaser's authorized purchasing agent, and had been for several months purchasing supplies in the regular course of the employer's business.

In view of this testimony, the lower court concluded that G. H. Jones was impliedly authorized to purchase the supplies in question, and that the original contract is valid. The higher court approved the verdict saying:

"The authority of Jones to make the purchase was expressly vested or might be reasonably inferred from the power conferred upon him to buy supplies of the character actually purchased."

Implied Authority

All higher courts agree that a "general agent" has implied powers to make valid and binding contracts. This is so particularly with respect to the president and other officials of a corporation.

For illustration, in *Diederich v. Wisconsin Products, Inc. 19 N. W. (2d) 268,* it was shown that a corporation's directors voted against making a written contract to sell merchandise to a purchaser. However, the corporation's president signed a contract with a purchaser for shipment of a specified quantity of the products.

In subsequent litigation, it was contended that the contract was illegal because it was signed by the corporation's president knowing that the corporation's directors had voted against making the contract. Nevertheless, the higher court held the contract valid, and said:

"A president who is also general manager of a corporation has the implied power to do anything that the corporation could do within the general scope of its business."

FPC REPORT

THREE MORE COMPANIES have been exempted from FPC regulation under the Hinshaw Amendment to the Natural Gas Act. Recent additions to the list include TOWN GAS COMPANY of Illinois, Virden, Illinois; NATURAL GAS SERVICE COMPANY of Arizona, Coolidge, Arizona, and UNION LIGHT AND HEAT COMPANY, of Emlenton, Pennsylvania.

EDWARD M. IMHOFF has been named assistant chief, bureau of rates and gas certificates, for the Federal Power Commission. Imhoff, a staff member of FPC since 1939, succeeds William L. Minturn, who resigned in June.

SEVEN APPLICATIONS for natural gas service from PANHANDLE EASTERN PIPE LINE COMPANY and TRUNKLINE GAS COMPANY will be heard September 26 by the FPC. The seven applicants include the cities of Franklin, Illinois; Hickman, Clinton, LaCenter, Bardwell, and Wickliffe, all in Kentucky, and the Lake County Utility District in Tennessee. Franklin seeks gas from Panhandle, the other six are requesting supplies from Trunkline.

MOUNTAIN FUEL SUPPLY COMPANY has received FPC permission to build facilities in Wyoming to take 58,750,000 cu ft of natural gas per day from PACIFIC NORTHWEST PIPELINE CORPORATION. New gas supply will enable Mountain Fuel to increase its capacity to 285,000,000 cu ft per day, and enable it to meet peak day requirements of 247,000,000 cu ft in 1956-57 and 275,000,000 cu ft peak day needs in 1957-58.

EL PASO NATURAL GAS COMPANY will build $5,426,000 in new facilities, enabling the company to buy, process, and transport 20,000,000 cu ft of gas per day from west Texas, under a temporary authorization from FPC.

NATURAL GAS FOR BOILER FUEL has been given FPC approval in the Black Dog power generating station case involving NORTHERN NATURAL GAS COMPANY. Reversing an earlier ruling, the FPC said price received for the gas would be sufficient for Northern to make a profit above costs of the transaction. The commission also noted that the proposed service should yield additional revenues that would result in favorable effects on Northern's rates for gas sold to its present customers.

QUALITY CONTROLLED in every step of manufacture . . .

LONE STAR
API LINE PIPE

From mining of raw materials through the finishing operations in Lone Star's ultra modern pipe mills . . Lone Star line pipe quality is controlled every step of the way.

Lone Star Steel is a completely integrated operation . . primarily dedicated to serving the teeming Mid-Continent area. Lone Star, however, furnishes hundreds of miles of line pipe for distant projects such as the great Pacific Northwest pipe line. Lone Star pipe bends readily, wall thickness is uniform, and long lengths and weldability speed up construction.

Neighbor, wherever you are, specify Lone Star and we both get a good deal.

Lone Star STEEL COMPANY

LSS

EXECUTIVE-SALES OFFICES
W. Mockingbird Lane at Roper • P. O. Box 12226 • Dallas, Texas

DISTRICT SALES OFFICES
Houston, Texas | Midland, Texas | San Antonio, Texas
Tulsa, Oklahoma | Wichita Falls, Texas | Shreveport, La.

TRADE PERSONALS

ABOUT MEN WORKING WITH THE GAS INDUSTRY

● **A. A. Steinle Jr., Frank R. Fair,** and **Russell H. Kolts** have been promoted to district supervisors for Heath Survey Consultants, Inc. Steinle will supervise field operations in the Mid-Atlantic states. Fair will handle operations in Arkansas, Louisiana, Oklahoma, Texas, New Mexico and Arizona. Kolts will supervise operations in Michigan, and parts of Ohio, Indiana, Wisconsin and Canada.

A. A. Steinle, Jr.

F. R. Fair

R. H. Kolts

J. R. DeBacher

● **Jack R. DeBacher** has been elected a full vice president of Thor Power Tool Company, Aurora, Illinois.

● **John Erich Krost** has been appointed plant manager of the new Hercules Filter Corporation plant in Hawthorne, New Jersey. **John Gaul** has been named purchasing agent.

A. B. White

V. L. Hunt

● **Arnold B. White** has been appointed coordinator of engineering standards for Carrier Corporation. He will be responsible for standardization activities carried out within that Division's engineering standards department. White formerly was standards engineer for Veeder-Root, Inc. **Vere L. Hunt** has been named credit manager for Carrier. He formerly was assistant treasurer and secretary of Prosperity Company in Syracuse.

J. P. Soule

● **John P. Soule** has been appointed manager of commercial heating and cooling systems for the Plumbing and Heating Division, American Radiator & Standard Sanitary Corporation.

● Crane Company has announced executive appointments in two of its major sales divisions. They are: **J. W. Greene** who has been named director of industrial sales, and **W. A. Burbine** who has become director of heating sales. Both men have been promoted from their posts as district managers.

● **Wilfred W. McCullough** has been promoted to development engineer at Servel, Inc. His duties in the quality control laboratory will be assumed by **Kenneth C. Hon.**

● **John H. Caldwell** has joined Pittsburgh Coke & Chemical Company as a salesman in the firm's protective coating division. He will handle sales of the company's cold-applied coatings in the Gulf States area. Formerly he has been associated with S. D. Day Company, Houston.

P. T. W. Strub

H. D. Cupitt

● **Paul T. W. Strub,** formerly assistant to the president of Calor Gas Company, San Francisco, has joined the Fluor Corporation, Ltd., engineering construction and manufacturing firm.

● **Harold D. Cupitt** has been named manager of original equipment sales, air filter division of the Dollinger Corporation of Rochester, New York. He was with Air-Maze Corporation for three years before joining Dollinger.

● **Boyd Adrian** has been appointed a territory manager for the Tappan Stove Company. He will be responsible for sales in central and north central Pennsylvania. He joined Tappan in 1954.

● **Gordon N. Gray** has been appointed to the newly-created position of manager of manufacturing for all of Bryant's plants. He will supervise manufacturing plants at Tyler, Texas, and New Lexington, Ohio.

G. N. Gray

R. E. Baker, Jr.

● **Robert E. Baker, Jr.,** former manager of Ernst & Ernst's management service division, Houston, Texas, has been appointed vice president-operations and elected a director of General Gas Corporation of Baton Rouge, Louisiana.

● **Stanley F. Skafte** has been promoted to the newly-created position of director of engineering for products of Utility Appliance Corporation. A director of the company, he was formerly director of sales for the heating and air conditioning division. Other promotions are: **Charles F. Cushing,** from merchandising manager to director of sales, heating and air conditioning division; **Richard J. Petersen,** from chief engineer to manager of research and chief engineer, utility division; **Clifford D. Mohr,** from senior engineer to chief engineer, range division.

● **Clinton F. Hegg,** vice president of the L.O.F. Glass Fibers Company, has been named general sales manager of the company. He succeeds **J. M. Johns** who has resigned.

C. M. Konvalinka

J. S. Corrigan

● **C. M. Konvalinka** has been appointed vice president and director of marketing and **John S. Corrigan** has been appointed vice president and general sales manager of John Wood Company Ltd. Prior to his new position, Konvalinka was vice president and general sales manager of the company.

E. N. Bonnett

H. A. Jones

● **Edward N. Bonnett** will head the new Pittsburgh, Pennsylvania, Roots-Connersville Blower, Division of Dresser Industries, Inc. He will assume responsibility for the organization and management of the sales territory assigned to the Pittsburgh office, which includes western Pennsylvania and the northern counties of West Virginia.

● **Harold A. Jones** has been promoted to national sales manager for Motorola Communications and Electronics, Inc.

● **Urban Niblo,** Brigadier General U.S.A. (retired) has been appointed director of governmental operations for Dresser Industries, Inc. He will be responsible for all relations between the Dallas based corporation and the United States Government, as well as for relations between Dresser and the Washington representatives of foreign nations. His headquarters will be in Washington, D. C.

George Orr

H. J. Goss

● **George Orr** has been appointed Southeastern district sales manager for Hill, Hubbell and Company. His headquarters will be in Charleston, West Virginia.

● **Howard J. Goss** has been appointed sales manager of Harper-Wyman Company, Chicago. He joined the company in 1938 as a design engineer and became a sales engineer in 1940 and has been assistant sales manager since 1950.

● **Richard E. Martin** has been appointed sales-engineer for the Pittsburgh Sales District of American Meter Company, Inc. He will make his headquarters at Lexington, Kentucky. **Robert R. Troyer** has been appointed assistant to the advertising manager for American Meter.

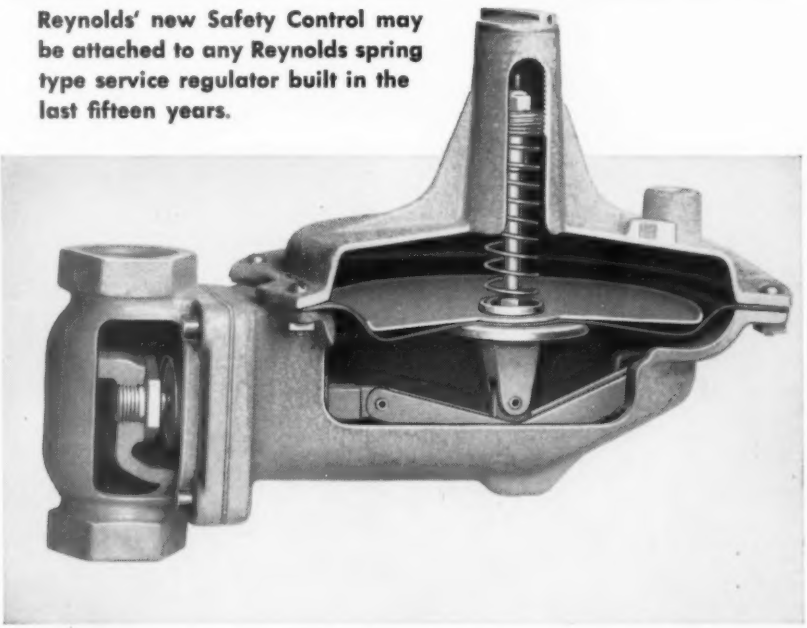
● **Michael F. Peckels,** former manager of the consumer relations department, has been named director of consumer relations for International Harvester Company. He will be responsible for the operation of the sales operation research and the consumer relations departments, as well as for the operator manual and parts catalog functions. **William O. Maxwell,** formerly assistant manager of the consumer relations department, has been promoted to manager of the department. He has been with Harvester since 1941 as a general assistant to the supervisor of advertising.

● **Glenn E. Seidel** has been appointed to the newly-created corporate position of vice president in charge of engineering for Minneapolis-Honeywell Regulator Company. He has been a member of Honeywell's engineering organization for nearly 14 years and since 1952 has been vice president in charge of engineering in the firm's Minneapolis plants.

● **Francis C. Schaffer** is now associated with The Gas Machinery Company, Cleveland, in research and development. He formerly worked as a research and development engineer for The National Cylinder Gas Company, Chicago.

Reynolds OFFERS A NEW PERFECTED SAFETY CONTROL FOR ALL SERVICE REGULATORS

Reynolds' new Safety Control may be attached to any Reynolds spring type service regulator built in the last fifteen years.



GAS CONTROL SINCE 1892

* **Prevent regulator from falling in a wide open position, thus limiting the amount of gas the safety seal has to pass.**
* **Enable the gas company to set the regulator for a certain demand and if a customer increases that, his outlet pressure would drop which would cause him to call the company and they can find out what his real demands are.**

REYNOLDS GAS REGULATOR CO.
ANDERSON, INDIANA

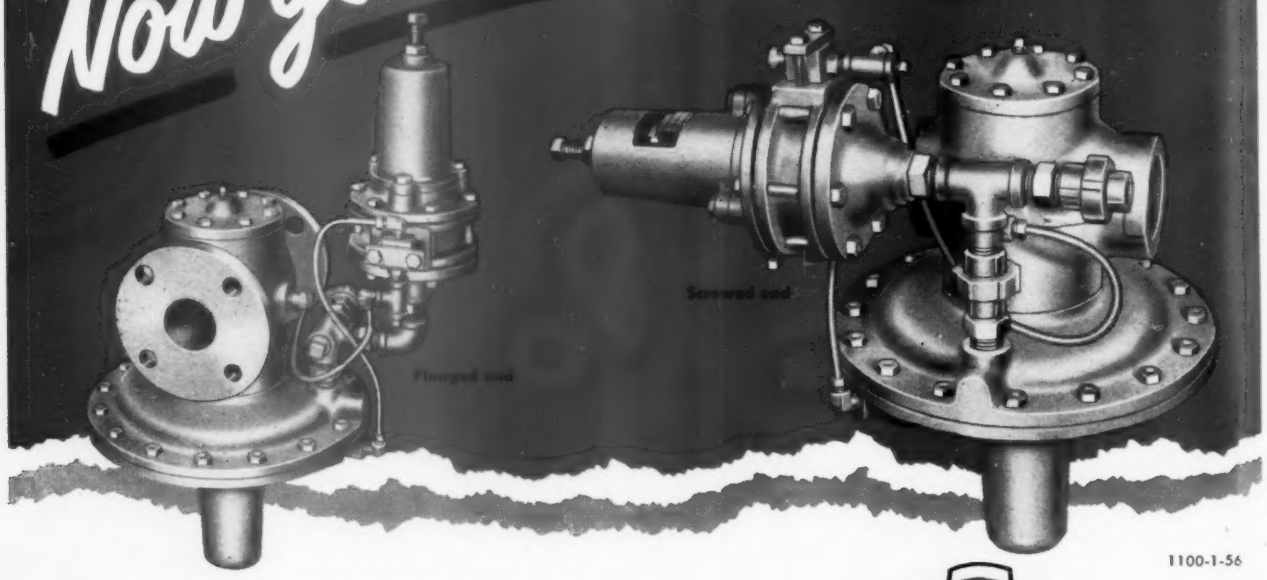
LINE PRESSURE GOING UP!

MEMO
FROM THE OFFICE OF THE PRESIDENT

Geo:— Considering raising line pressure Better check this— Now good up to 400 psi
Pete.

Chaplin-Fulton '1100' REGULATOR

Now good up to 400 psi



1100-1-56

Now, more versatile than ever—good up to 400 psi. Your choice of three body assemblies—

2" flanged 250 lb.	rated for 400 psi
2" screwed end	rated for 400 psi
2" flanged 125 lb.	rated for 175 psi

All suitable for outlet pressure range from ounces to 150 psi with no change required in regulator or pilot—just change the pilot spring. It's accurate—versatile—compact! A good buy!

Why stock two, when Model '1100' will do?

And, if 400 psi is too low, why not try the all-steel Model '1200', good up to 1200 psi inlet and 600 psi outlet?

Full information on request.

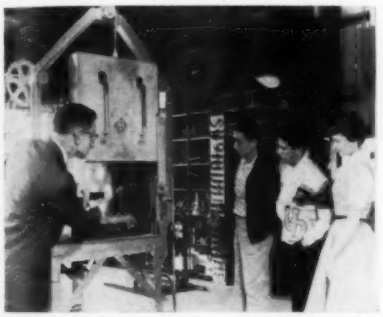
ACCURATE CF MFG CO DEPENDABLE

Chaplin-Fulton
MANUFACTURING COMPANY
Pittsburgh 28, Pennsylvania

TRADE NEWS OF THE GAS INDUSTRY

Selas Presents High School With Engineering Library

Selas Corporation of America, Heat Process and Design Engineers, Dresher, Pennsylvania, recently presented 36 engineering text books to the Upper Dublin Township High School, Ft. Washington, Pennsylvania, as the beginning of a project to interest students at the high school level in engineering.



This is the start of a complete, up-to-date engineering reference library Selas will furnish the school. In addition, groups of Upper Dublin science students and their teachers are periodically visiting the Selas plant, watching engineers at work.

Engineering Firms Merge To Enlarge Services

A Seattle engineering organization, Gellert, Griffin, Harrigan & Associates, has affiliated with the 40-year-old Harrisburg, Pennsylvania, firm of Gannett, Fleming, Corddry & Carpenter, Inc.

Gellert, Griffin, Harrigan & Associates are engineering consultants to the Fish Northwest Construction Company, contractor to the Northwest Pipeline Corporation. Gas lines are now being laid from Vancouver, Washington, north to the Canadian border plus two separate lines from Plymouth, Washington, on the Oregon-Washington border, north to Spokane and Wenatchee.

Servel Appoints Two Appliance Distributors

Two new Servel appliance distributors are The Williamson Supply Company in Williamson, West Virginia and The J. A. Hatley Distributing Company in Fort Worth, Texas.

The Williamson Supply Company will serve a tri-state trading area, including 8 counties in eastern Kentucky, 8 counties in western Virginia, and 7 counties in southwestern West Virginia. The J. A. Hatley Distributing Company of Fort Worth will represent Servel in 66 counties of north central Texas.

Midwestern Companies Open Portland Warehouse

Midwestern Pipe Line Products Company, Midwestern Engine & Equipment Company, Inc., and Midwestern Manufacturing Company, all of Tulsa, Oklahoma, have opened a new branch office and warehouse in Portland, Oregon.

E. J. Spradlin will head the office as sales-service representative for the allied distributors of pipe wrapping materials and pipe line construction equipment.

The warehouse will stock small tools and equipment and repair parts for operating companies and pipe line contractors in the Northwest territory. Offices are located at 901 NW 11th Street in Portland.

Using a pneumatractor with Schramm backhoe, Henry N. Schramm, president, breaks ground for a one story building that will increase their factory floor space 36,000 sq ft. New building will be used for final assembly, painting and shipping of Schramm products. Watching Schramm are Lewis Michener, plant engineer; S. E. Smith, treasurer; and Edward W. Wilson, factory manager.

Thor Expands Operations With Indianapolis Branch

Thor Power Tool Company, Aurora, Illinois, has begun construction of a modern new building to house its Indianapolis branch operation.

Distributors and industrial accounts in central and southern Indiana and in northwestern Kentucky, including Louisville, will be served by the new operation. Service engineers now covering this territory through Thor's Chicago branch will transfer their activities to the new location. A complete factory service station is to occupy a major portion of the new building which is scheduled for occupancy in the early fall.

U. S. Air Conditioning Moves Main Office to Philadelphia

United States Air Conditioning Corporation has moved its main offices and plant from Minneapolis to Philadelphia.

Operations have been established in the plant acquired by U. S. Air in January when it purchased the Jordon Refrigerator Company, Inc., now a subsidiary. Manufacture of the company's air conditioning products at the Philadelphia plant has been under way for several weeks. A program of plant additions and alterations is in progress to provide under one roof the necessary facilities for the U. S. Air operation as well as the expanded production of Jordon home freezers.

With the transfer of headquarters, U. S. Air has closed the Minneapolis plant, occupied since 1946 and which it sold last year to Pioneer Engineering works.

Canadian Meter Company, subsidiary of American Meter Company, recently dedicated their new manufacturing plant in Milton, Ontario, Canada. Some of the officials attending are: front row left to right, P. W. Geldard, president, Canadian Gas Association; A. McBeath, controller, American Meter; J. W. Ostler, general manager, Canadian Meter; back row, W. H. Dalton, general manager, Canadian Gas Association; W. B. Ashby, secretary, W. G. Hamilton, Jr., president, and C. B. Dushane, Jr., vice president-sales, of American Meter.

New Drilling Device Manufactured by Skinner

The M. B. Skinner Company, South Bend, Indiana, is manufacturing a drilling device for the gas industry that enables the user to drill gas mains under pressure without disrupting service to customers.

The device which can operate on any gas main with normal pressures currently used in gas distribution systems, can be operated by one man; set-up rapidly, easily transported, and has a removable cutting bit that can be quickly changed to varying sizes.

A gas company crew, called on to tap the gas main for service into a new home, can put a saddle on the gas main, make a few quick adjustments, turn a handle on the top of the drilling device, and in a matter of a few minutes the hole is drilled into the main line.

By cutting out a plug rather than hogging out the entire section of metal, the job goes faster and easier. The plug cut out of the main is caught in the cutter section of the drill unit and when extricated immediately, there is no likelihood of the plug ever clogging any section of the system.

The cutting device is a small hollow mill trepanning cutting tool of special tool steel made by Allegheny Ludlum Steel Corporation. This cutting bit is said to give about 100 cuts per bit with an experienced operator.

Challenge Produces Universal Trencher

The Challenge Manufacturing Company, Los Angeles, California, and Bryan, Ohio, has announced the purchase of the Heller Manufacturing Corporation of Los Angeles. Challenge has taken over the production of the "Universal Trencher," formerly manufactured by Heller.

Hammel — Dahl Appoints Kansas City Representative

The Hammel-Dahl Company, manufacturers of automatic control equipment, has appointed the George Haynes Company, Kansas City as sales and service representatives. The George Haynes Company will offer sales and service facilities of Hammel-Dahl engineering and products throughout western Missouri and Northern Kansas.

Robertshaw-Fulton to Produce Bergen Control Devices

Agreements have been reached giving Robertshaw-Fulton Controls Company the right to manufacture and sell control devices developed by Bergen Research Engineering Corporation, of Teterboro, New Jersey.

The contract also includes rights to future developments of the New Jersey company for shut-off and flow regulating valves, pressure switches, and other hydraulically and pneumatically controlled devices. The Bergen Research organization has developed a method of valve construction called the "captive seal" principle, that makes possible lightweight and compact valves that can operate under high pressure.

Plans are also underway to adapt many of the controls that are in demand by the aircraft industry to other fields.

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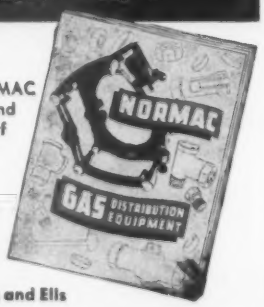

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The couple hesitated a moment after learning that the justice of the peace could not marry them without three days notice. Finally, the woman asked:

"Well, couldn't you just say something to take care of the week-end?"

"The only woman who'll gladly listen to both sides of an argument is the one who lives next door."

Some people have made an art of being slow to pick up the check. You've got to hand it to them.

When you argue with a fool, be sure he isn't similarly engaged.

Aggressive wife to meek little husband whom she had just raked over the coals for making a fool of himself at a party:

"And don't be sitting there," she shouted, "making fists at me in your pockets, either!' '

An important-looking individual rushed up to the box office. "I want two tickets for tonight's show," he said.

"Sorry," responded the ticket seller. "We simply haven't a seat left — only two standing room."

"Only two standing room, eh," the prospective purchaser meditated. Then he queried, "Are they together?"

A vacation is a succession of "2's." It consists of 2 weeks that are 2 short. Afterwards one is 2 tired 2 return 2 work and 2 broke not 2.

"Mother," said a little boy after coming from a walk, "I've just seen a man who makes horses."

"Are you sure?" asked the mother.

"Yes," he replied. "He had a horse nearly finished when I saw him. He was just nailing on his back feet."

Seven year old Vickie was an ardent fan of television. Sunday morning she was watching a church service. The altar was banked with flowers and behind the minister was a large cross. Her mother passed by the door and asked, "Vickie, what church service are you watching?"

She replied "Oh Mother, you know — the Red Cross Church."

Noah would have saved a lot of trouble if he had swatted those two mosquitoes when they went aboard the ark.

The wise husband meets a marital crisis with a firm hand — full of candy or flowers.

We've seen so many mystery shows on TV that when we turn off the set we wipe our fingerprints off the dial.

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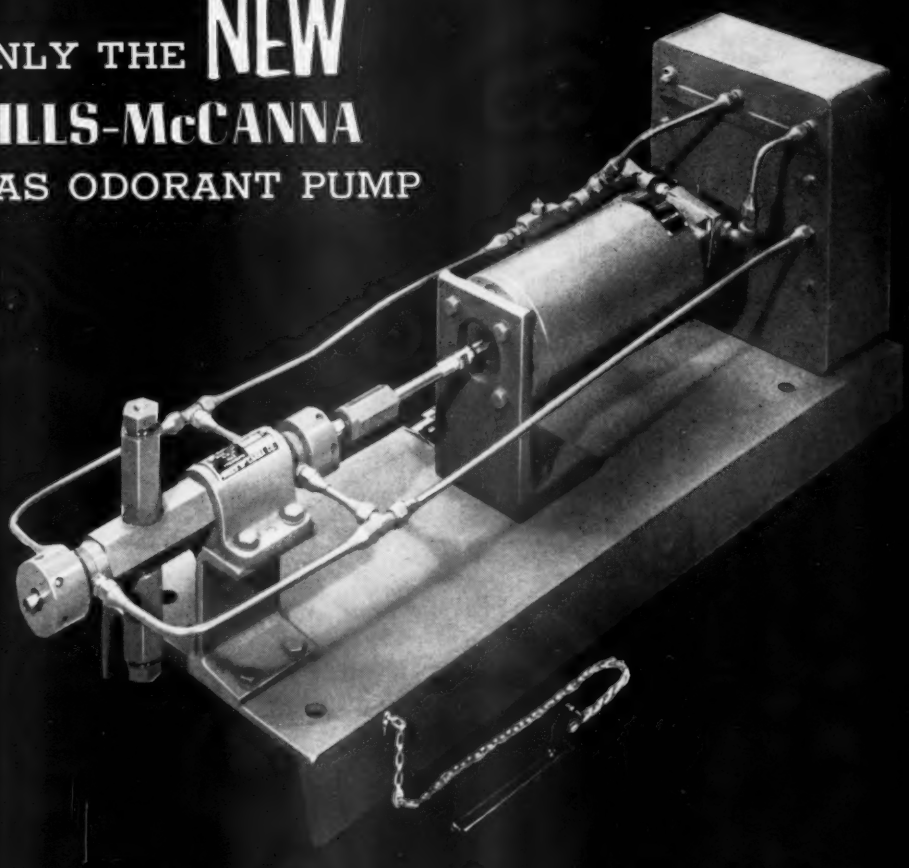

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